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THESIS

THE GUARANTEED TRAFFIC PROGRAM
IN THE DEFENSE LOGISTICS AGENCY

by

Charles F. Myers

March 1986

Thesis Advisor:

Dan C. Boger

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The Guaranteed Traffic Program
in the Defense Logistics Agency

by

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ABSTRACT

This thesis examines the Guaranteed Traffic Program (GTP) as it is currently being used in the Defense Logistics Agency (DLA). A detailed description of the program is given from its inception through implementation, using as an example, the Defense Depot, Tracy, CA. Transportation costs and transit times, covering a three-year period, are analyzed to determine the effect that guaranteed traffic has had on these factors. Finally, a method of projecting future transportation costs is reviewed for use in transportation cost analysis.

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I. INTRODUCTION

Guaranteed traffic, initiated by the Defense Logistics Agency (DLA) in late 1981, is probably the most significant innovation to occur in the pricing of transportation for the U.S. Government in the last two decades. DLA Standard Operating Procedures [Ref. 1:p. 1-1] define the Guaranteed Traffic Program (GTP) as:

. . . a competitive, bid-based system of selecting low-cost motor, rail, and air carriers to transport freight from DLA depots to designated installations or geographical areas for specific periods of time. Guaranteed traffic agreements are tenders of service and do not constitute binding contracts between DLA and carriers. DLA guarantees carriers all available traffic generated (by the agreement) Failure of estimated traffic to materialize does not constitute a basis for price revision or adjustment on behalf of the carrier. Similarly, disqualification of a carrier for occasional non-performance, does not constitute a basis for DLA to obtain monetary damages against a carrier for the depot's use of higher cost transportation.

Recent procurement regulations call for competition in almost every area of government purchasing. This is an effort to ensure that the government receives the best price for its purchased goods and services. Competition is one of the main reasons guaranteed traffic has become very important in today's transportation environment. However, it was change in the commercial sector that sparked the GTP.

Since 1978, several pieces of landmark legislation have been passed which partially deregulated a substantial portion of the U.S. transportation industry. This legislation, the Airline Deregulation Act of 1978, the Motor Carrier Act

of 1980, and the Staggers Rail Act of 1980, has opened the doors of competition within and across the various modes. Mr. James E. Morehouse, vice president of A. T. Kearney Inc., Logistics Consultant Group, stated that "up until the beginning of the decade, transportation was bought and sold in an artificial environment This decade will mark an end to that environment." [Ref. 2:p. 33] Mr. Morehouse went on to say, in describing the changes that have taken place since the passage of the new legislation: "From a transportation standpoint, we've reached a point where just about anything that makes sense in today's marketplace can be done." [Ref. 2:p. 33] Shippers are now free to develop a transportation package, based on their individual needs, that will lead to improved service and lower rates.

Mr. Morehouse was speaking from a civilian point of view. However, the same is true for transportation on behalf of the U.S. Government. Prior to deregulation, it was clear that Congress wanted the federal government to utilize competition when shipping government freight. For example, Title 49, United States Code, Section 10921 allows commercial motor carriers to offer government shippers transportation either free or at reduced rates. This is significant since carriers filing rates under this provision need not pass the strict scrutiny standard of the Interstate Commerce Commission (ICC) rate approval procedures. In essence, whatever rate is filed is automatically approved upon receipt by the requesting agency and the ICC.

The GTP was initiated in DLA in late 1981 on a limited basis. Since that time, guaranteed traffic has grown to the point where all six of the major DLA depots have some degree of guaranteed traffic in use. The GTP has been credited with major savings in both cost and transit time.

This thesis examines the Guaranteed Traffic Program as it is currently being used in the Defense Logistics Agency. A detailed description of the program is given from its inception through implementation, using as an example, the Defense Depot, Tracy, CA. Transportation costs and transit times, covering a three-year period, are analyzed to determine the effect that guaranteed traffic has had on these factors. Finally, a method of projecting future transportation costs is reviewed for use in transportation cost analysis.

II. THE GUARANTEED TRAFFIC PROGRAM

A. BACKGROUND

All DoD land transportation is administered, under the single-manager concept, by the Military Traffic Management Command (MTMC). As the DoD traffic manager, MTMC is responsible for the transportation of all surface shipments moved within the DoD system; however, for the account of DLA, MTMC has delegated the authority to rate and route shipments weighing less than 10,000 pounds to the Installation Transportation Officers. MTMC's responsibility includes the review and maintenance of the standard tender-of-service form developed by the General Services Administration. A tender-of-service is filed by carriers interested in transporting government freight at reduced rates and describes the type of service offered, the origin and destination points, and the rate to be charged.

To route a qualified shipment, MTMC offers two types of services: research of existing tender files, and the establishment of a Standing Route Order (SRO). For instance, if a shipper calls MTMC for the routing of a 15,000 pound shipment from Monterey, CA to Richmond, VA, the rate specialist will first check to see if an SRO has been established between the two points. If not, the rate tenders on file between the points will be examined to determine the carrier having the lowest rate. The low-rate

carrier, along with the next several lowest rate carriers will be given to the shipper who will then contact the carriers, in order from low to high cost, until a carrier is reached who will accept the shipment. This process is sometimes very time-consuming and has resulted in long delays. If, however, an SRO has been established, the research time is reduced considerably, and the carrier is generally available since the SRO is updated every 30 days. In many instances, the shipper does not need to contact MTMC since SRO's are distributed to frequent users. One very important factor in this process is that all surface transportation must be routed by MTMC unless a waiver has been approved. A waiver is generally approved only in emergency situations.

A Standing Route Order is a document issued by MTMC listing the carriers with the lowest and next lowest tender rates on file between the points in question. The establishment of an SRO is relatively straightforward. All shippers having large movements of traffic which exceed 500,000 pounds, 24 truckloads, or 24 carloads are required to file with MTMC a Volume Movement Report (VMR) which lists the origin and destination points, the number of shipments, the freight charges, and the tonnages involved. Upon receipt, MTMC reviews the VMR and compares the rates paid against existing tender files between the points shown in the VMR. If the rate specialist feels that a

lower rate can be obtained based on volume, a Request for Proposal is submitted to the carrier industry requesting freight-all-kinds (FAK) rates lower than, or matching, the lowest researched rate.

Industry firms then respond with their tenders, which can be the same, lower, or higher than the rate researched by the analyst. After all of the new tenders are received and researched, MTMC issues the SRO which lists the primary and secondary carriers. The SRO is then distributed to the frequent users, and is usually good for one year, or until the movement is complete. At 30-day intervals during the life of the SRO, the rates are compared to existing tender files, and if a lower rate exists, a new primary and/or secondary carrier is placed on the SRO, and an amendment is issued to using shippers. All qualified traffic is then routed by the SRO. This process, like the tender search, is very time-consuming because of the number of SRO's that have to be continually reviewed and updated.

In 1979, just prior to the passage of the surface transportation deregulation legislation, MTMC attempted to get contract motor carriers to participate in the transportation of government traffic by offering ten routes under long-term SRO's (six months) to the contract carrier industry. To MTMC's surprise, no contract carriers responded; however, several common carriers did. As a result, the first long-term freight tender was issued

between New Cumberland Army Depot and Dover Air Force Base [Ref. 3].

Just after this first long-term agreement was awarded, both the rail and motor carrier industry were substantially deregulated resulting in a flood of thousands of new and revised tenders-of-service being filed with MTMC. Many of these tenders were filed by new or small carriers who had gained access to government traffic under the relaxed licensing provisions found in the new legislation. The older established carriers were soon replaced by these new entrants as the low-cost carriers under the MTMC process. Many of these carriers were characterized by a lack of management experience and insufficient equipment to provide adequate service to government shippers. This caused serious problems for many DoD shippers, in particular, the six major DLA depots. The most severe problem at the depots seemed to be the fact that approximately 80 percent of the carriers selected by MTMC refused depot freight because they lacked sufficient equipment to provide the needed service [Ref. 4].

Realizing that something had to be done, the depot Installation Transportation Officers (ITO) tried to persuade MTMC to allow them to use higher-cost carriers to replace the the low-cost ones providing poor service. MTMC, however, would not permit a deviation from the rules, with the result being a rapid deterioration in the depots' service

to their customers. For example, just after deregulation was passed, on-time performance by DLA depots dropped to about 63 percent, as compared to current figures in the low 90 percentile range [Ref. 5].

Failing carrier service caused several major problems for the depots. First, depot transportation performance dropped because of late pickups and slow transit times on the part of the carriers. This meant that DLA support to its military customers was less than satisfactory. Second, poor carrier performance was hindering depot freight operations. Depot loading docks and warehouses became congested and excessive man-hours were being used to call carriers for service and to report carrier nonperformance to MTMC [Ref. 6:p. 9].

By the end of 1980, depots were in open revolt to MTMC's routing policies. Action had to be taken to ease the pressure on the depots, so DLA and MTMC jointly initiated a program to procure long-term, responsive carrier service. This program came to be known as the Guaranteed Traffic Program.

B. TYPES OF AGREEMENTS

There are two major types of guaranteed traffic agreements: motor/rail, and air. These are further broken down into the following categories [Ref. 1:p. 1-2]: (1) dedicated service, (2) scheduled point-to-point service, (3) scheduled geographical region service, (4) air express service, and (5) Air freight service.

1. Dedicated Service

Dedicated service agreements are motor/rail agreements which require the carrier to dedicate equipment for a particular service requirement, generally involving service from a single destination with no comingling of freight. For example, the Defense Depot, Mechanicsburg, PA has a guaranteed traffic agreement for the transportation of high-priority freight, on a daily basis, from the depot to Dover AFB, DE. Other types of dedicated service include expedited service, seven-day-per-week or as required service, and the use of specialized equipment.

2. Scheduled Point-to-Point Service

Scheduled point-to-point service is a motor/rail service, and will usually involve an agreement from one origin to single or multiple named destinations. They generally are for less-than-volume (less than 10,000 pounds) and/or volume (greater than 10,000 pounds) movements of freight. Carrier pickups are on a scheduled or as-required basis, and specific transit times are included as part of the agreement. Charges are based on actual weight or mileage.

3. Scheduled Geographical Region Service

Scheduled geographical region agreements involve motor/rail service similar to that of point-to-point agreements, except that the destinations are specified as a single state or group of states. Rates in these types of agreements will generally include all points within a state

to prevent the carrier from applying a higher rate to infrequent destination points.

4. Air Express Service

Air express service is characterized by the transportation of high-priority shipments, by air carrier and air freight forwarder, weighing between one and 70 pounds, on an overnight or second day delivery schedule. Scheduled pickups are required five, and sometimes seven, days per week. These agreements are generally CONUS-wide, with charges based on the consolidated package or aggregate weight to a single destination.

5. Air Freight Service

Air freight service involves shipments, by air carrier and air freight forwarder, weighing 71 or more pounds, and includes those shipments weighing less than 70 pounds with overdimensional size (as specified by the carrier). Other characteristics of this category are similar to air express service.

C. PARTICIPANTS

There are four major participants in the DLA guaranteed traffic program: Chief, Transportation Division, DLA Headquarters (DLA-OT); DLA Installation Transportation Officers (ITO's); the Contracting Officer, Negotiations Division, Headquarters, MTMC (MT-INN); and the carrier. Each entity plays a specific role which must be coordinated throughout the GTP process.

DLA-OT is the lead entity in the guaranteed traffic process. It is responsible for establishment of overall policy and long-range planning for implementation of agreements at the DLA depots. DLA-OT acts as an advisor to the depots, and assists the depot ITO's in the development, implementation, and resolicitation of agreements. One of the key roles of DLA-OT is as liaison between MT-INN and the depot ITO's. The liaison function includes scheduling milestones in the solicitation process, and arranging for pre- and post-award meetings and inspections.

The ITO's are responsible for transportation operations at the depot level. It is the ITO's decision as to whether guaranteed traffic is to be initiated at his or her installation. He or she must look at overall depot service requirements and determine if guaranteed traffic will enhance depot performance and costs, or if traffic should continue to move under the standard MTMC routings discussed earlier. If a decision is made to go with guaranteed traffic, the ITO is responsible for the development and submission of the solicitation document. After an award has been made, the ITO must administer the agreement to include scheduling, local payment to the carrier (as required), and the monitoring of carrier performance. Progress reports on carrier performance are provided DLA-OT and MT-INN on a periodic basis. Another important function of the ITO is the conduct of periodic routine and special Government Bill of Lading audits to detect fraud and overcharges.

MT-INN is responsible for establishing overall DoD policy and procedures for the competitive bidding process used in the guaranteed traffic program. As part of its responsibility as the DoD single manager for surface transportation, MT-INN solicits, evaluates, and awards agreements for transportation and services. MT-INN also reviews DLA solicitation provisions for legality and adherence to DoD policy and procedures. Disqualification of nonperforming carriers and coordination with DLA-OT and depot ITO's on policy and procedural matters are two more of its important functions.

Carrier participation is of key importance to the program. The greater the competition, the better the rate structure is expected to be.

D. PROCEDURES

1. Solicitation Development

The depot transportation officer must make the decision whether to implement guaranteed traffic at his or her installation. Improved customer support, facilitation of depot operations, and reduced transportation expenditures are some of the items that should be considered when making the decision.

MTMC suggests several guidelines for identifying possible candidates for the GTP [Ref. 7:p. 5]:

1. Large volumes of traffic - over one million pounds annually.

2. The movement of large volumes of freight from one origin to one destination.
3. Movements of a special commodity and/or shipments where special equipment or services are required.
4. Traffic that is recurring or repetitive in nature.
5. The shipper requires round-trip movements.
6. The nature of the traffic requires the carrier to adhere to a rigid pickup and delivery schedule.

The first step in initiating a guaranteed traffic agreement is to identify potential candidates for solicitation. The ITO can accomplish this through review of a variety of depot freight traffic management reports available at the depot level. High volume destinations and/or regions should be keyed upon by type and number of shipments and total tonnage. If the ITO makes a written request to DLA-OT, a special custom freight traffic report will be created by the DLA Operations Research and Economic Analysis Office containing the information requested.

Once the needed information is available, a draft solicitation package should be prepared. DLA-OT provides assistance to the ITO in preparation of this document, which is the single most important document in the guaranteed traffic process. It contains the rules under which the depot and carrier will operate during the life of the agreement. Items such as stopoffs, desired transit times, and carrier disqualification are covered in the agreement. The solicitation will be discussed in detail later in this report. When the package is completed, it is submitted to DLA-OT for completion of the process.

2. Submission of the Solicitation

Draft solicitations are the first submission to DLA-OT. Upon receipt, they are reviewed for completeness, and any additions, deletions, or modifications are coordinated with the ITO. The ITO must allow approximately 120 days lead time on submissions to ensure that there is sufficient time to complete the solicitation process.

Once the document receives DLA-OT approval, it is ready for submission to MT-INN for the bid process. Between the initial submission and the final award, the ITO must be prepared to submit, upon request, comparative cost data for use by DLA-OT and the MT-INN in the evaluation of the bid submissions. These cost data should be based on the previous 12 months costs for the equivalent transportation being solicited.

3. Solicitation, Evaluation, and Award

MT-INN is responsible for the solicitation, evaluation and award of all long-term transportation agreements procured for DoD under the competitive bid process.

Upon receipt of the draft solicitation package from DLA-OT, MT-INN checks it for accuracy, and then prepares the actual solicitation and a cover letter setting forth the conditions under which the traffic will be awarded, the MTMC and depot points of contact, the time and place of any meetings, and the time set for submission of bids. Just prior to the submission of bids and bid openings, a pre-bid meeting may be held with all interested parties at the depot

or a location near where the agreement will take effect. A pre-bid meeting is used to clarify any problems or questions the carriers may have about the solicitation prior to actual award. This is a very important part of the process since an active long-term agreement is hard to change after it has become effective.

Once the solicitation process is complete, MT-INN evaluates the submissions based on the configuration of the package; e.g., if it is a regional package, it will be evaluated on a region by region basis. Evaluation is conducted in this manner because if, for example, the solicitation contained 13 regions, there would be a possibility of awards to 13 different carriers.

When the evaluation is completed, a list is compiled ranking the carriers, in order, from low to high cost. This is important since MT-INN is responsible for replacing disqualified carriers with the next lowest offeror. In these instances, this information must be readily available.

Notice of the selections are announced at the affected installation approximately two weeks prior to the effective date of the agreement. Just prior to actual award, MT-INN and DLA personnel make a walk-through inspection of the carriers' terminal facilities located in the area of the installation to ensure that the recipient of the award has the proper plant and equipment available to service the agreement. If not, the award will be made to the next lowest

offeror who possesses the proper facilities. Once the low bid is accepted, the carrier is awarded all of the traffic moving under the agreement for a period of one year.

4. Administering the Agreement

The ITO's have the responsibility of administering the guaranteed traffic agreements. They must monitor carrier performance for the duration of the agreement by maintaining files on each carrier, which includes data on on-time performance, and loss and damage claims. This information could be needed to file periodic status reports with MTMC, or to document carrier deficiencies for removal purposes.

Under certain circumstances, such as increased demand or guaranteed traffic carrier deficiencies, the ITO may request the use of an alternate carrier. This request can only be granted by MTMC, and then only if good cause exists. If the use of an alternate carrier is granted, it normally will be the next lowest bidder in the award process.

Another duty of the ITO in the administration process is the preaudit and approval of commercial air carrier billings and maintenance of the appropriate records, if such a system is used. Commercial billings will occur if the depot elects to pay carriers directly for their services.

III. DOCUMENTATION AND SPECIFIC PROCESSES

A. INTRODUCTION

In the previous chapter, the general procedures involved in the guaranteed traffic program were discussed. In this chapter, the Defense Depot, Tracy, CA (Tracy), will be used as an example to examine the documentation and specific processes of the program. Tracy was the first DLA depot to take advantage of guaranteed traffic, and also was the first depot to institute guaranteed traffic "across-the-board" for all surface shipments--both truckload (TL), and less-than-truckload (LTL)--to all points in the continental United States (CONUS).

Tracy currently has two agreements in effect for the movement of surface traffic: one covering California intra-state shipments, and the other covering shipments to all other CONUS points. Both of these agreements are for scheduled geographical region service, and cover a one-year time period.

There are two parts to a guaranteed traffic solicitation: the guaranteed traffic agreement, and the cover letter. Appendix A is a copy of Tracy's 12 October 1984 interstate solicitation. The solicitation is divided into 13 regions, each comprised of one or more individual states. Following is a regional breakdown:

1. Northwest - WA, OR
2. West Central - ID, UT, MT, WY, Northern NV
3. Southwest - AZ, NM, Southern NV
4. Colorado - CO
5. Texas - TX
6. North Central - ND, SD, MN, WI, Northern MI
7. Midwest - NE, KS, IA, MO, OK
8. Central - Southern MI, IL, IN, OH, KY, WV
9. Southern - AR, LA, MS
10. New England - ME, VT, NH, MA, RI, CT
11. Northeast - NY, PA, NJ, DE, MD, DC
12. East Central - VA, NC
13. Southeast - TN, SC, AL, GA, FL

B. THE AGREEMENT OR TENDER

The agreement or tender (these terms will be used interchangeably throughout the rest of this text) is divided into three sections: Special Rules and Other Provisions Governing the Tender (Section 1); Rates and Charges (Section 2); and Destination, Volume, and Routes (Section 3). Each of these sections has a specific purpose, and will be discussed individually.

1. Special Rules and Other Provisions (Section 1)

Section 1 of Appendix A contains the special rules and other provisions which govern the tender once an award has been made. Section 1 is probably the single most important section of the tender, because it is here that the ITO sets forth the rules and regulations under which the depot and the carriers will operate for the duration of the agreement.

Tracy's agreement contains 31 items (Items 23 through 54) covering almost every aspect of the transportation in question. Many of these items are standard rules

which are found in most of the existing rate tariffs in use by the common carrier industry. Others are rules that are written specifically for the depot, or are placed in the agreement by MTMC or DLA Headquarters to cover special circumstances. These unique rules are what makes the guaranteed traffic program an effective tool in the depot distribution process. In the following paragraphs, some of the more important rules will be discussed to illustrate how these rules are used to enhance depot control over its transportation operations.

a. Responsive Service - Item 23

The responsive service rule is an important clause which gives the government the right to reject the low offeror if, for instance, the carrier does not have " . . . sufficient equipment and personnel . . . to respond to the movement requirements within four hours from request for service," or the carrier fails to have a minimally acceptable terminal. A terminal is acceptable if it includes: (1) a lockup area for signature service freight, (2) dock and floor space sufficient to handle the volumes of freight covered in each geographical region for which the carrier has submitted rates, and (3) a distribution terminal within all regions awarded.

If these provisions are not met, the government reserves the right to refuse to make the award to the low cost carrier. Furthermore, the government has the right to

use the first alternate carrier if the primary carrier is unable to provide equipment on any given day. For example, if the primary carrier were to fail to provide equipment for an extended period of time, the government has the right to remove the carrier from further service for the remainder of time the tender is in effect.

b. Application of Tendered Rate - Item 24

For the most part, this rule is standard motor carrier jargon, the exception being subparagraph (f) which states the carrier will provide " . . . flatbed equipment for the pickup of steel and metal products"--a major commodity stored at the Tracy depot. This is a significant request since flatbed trailers are considered special equipment by many carriers in the industry. If a carrier decides to bid on the Tracy traffic, this provision puts the carrier on notice that flatbed equipment is an integral part of the Tracy requirements. If the carrier fails to meet flatbed requests, a record is made of the unsatisfactory performance and can be used for later disqualification.

c. Accessorial Services - Item 28

This provision leaves the option open to the government to negotiate for services that are not covered by the agreement. In the past, some carriers have made reference to their commercial rules tariffs which contained substantial charges for accessorial services. These charges, which were usually billed after the transportation was

performed, when added to the freight rates in the agreement resulted in substantially higher costs than normally would have resulted if MTMC had researched the tenders on file for the low cost carrier. So, in effect, this rule allows the government to include all needed services in the guaranteed traffic tender so that the rates and charges for all required services are known before a shipment is made.

Part (b) of the rule gives the government the right to remove any carrier from the active mailing list who bills for a service not covered by the tender. The offending carrier may later be reinstated, and only then can participate in the guaranteed traffic program.

d. Required Transit Time - Item 29

This provision covers two major items: required transit time, and the establishment of the LTL weight category. Carriers are required to meet the transit times specified by the depot for both LTL and TL shipments. The transit times are generally given by state, and are noted in Section 2 of the tender. These transit times are usually developed over a period of time, and are based on past depot shipping experience.

The establishment of the LTL category is especially important in the Tracy agreement since the DoD standard maximum weight for LTL shipments is 9,999 pounds. Tracy uses a higher weight threshold of 23,999 pounds to avoid paying a truckload rate (usually with a 24,000 to 36,000 pound minimum) for a shipment containing considerably

less weight. In this way, Tracy pays for what it ships at no penalty. The failure on the part of the carrier to meet the prescribed transit times is considered unsatisfactory performance, and can later be used for disqualification.

e. Aggregate Weight - Item 31

Many times in the shipping process, a number of pieces are sent to the same destination at the same time. This could be the result of a large number of requisitions made at the same time, or the result of consolidation at the depot level. In any event, these pieces are usually processed individually by the system, and emerge as a number of small shipments going to the same location at the same time. If rated individually (a common commercial carrier practice), the total cost of these shipments would be much higher than if the shipments were rated based on the aggregated weight of all the pieces. The aggregate weight rule is written so that the carrier " . . . agrees that the aggregate weight of all shipments to the same consignee tendered on the same day will be adjusted and billed at the applicable rate for the total weight of these shipments." The depot is responsible for identifying these shipments by annotating all bills of lading issued subsequent to the initial bill to a specific consignee with the following: "Aggregate weight rule applies X-REF GBL _____."

f. Proof of Delivery - Item 23

Prior to guaranteed traffic, it was very difficult for a depot to determine if a shipment were

actually delivered to the ultimate consignee. This was due to the fact that the Army Finance Center, rather than the depot, paid the freight charges, thus the receipted waybill and GBL were never seen by the depot transportation personnel. If a proof of delivery was needed by the depot, a stiff charge was assessed by the carrier. This resulted in an inability of the depot to monitor shipment transit times properly.

The proof of delivery rule requires that the carrier provide " . . . proof of delivery (POD) to the DDTC Transportation Officer within two weeks of shipment delivery, at no additional cost." The POD " . . . must be annotated with the actual date delivered to the ultimate consignee, or the date offered for delivery." Failure of the carrier to comply with this provision is reason for removal from the program. Computer printouts are allowed only if the information is declared to be true by the carrier.

g. Certification - Item 36

This item is included to prevent collusion between carriers competing for the transportation service. It is written in a manner which precludes violation of pertinent antitrust legislation, and has strong language to that effect. Specifically, the rule states:

The rates in this submission have been arrived at independently without consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such rates with any other carrier or with any competitor.

Further, the rates cannot be disclosed to other carriers and competing carriers cannot be discouraged from filing rates under the solicitation process.

h. Unsatisfactory Service

A means of carrier disqualification is an important tool in the guaranteed traffic process since the low-cost carrier receives the benefit of all the traffic generated under the agreement. Service failures cannot be tolerated. This rule provides specific procedures for carrier removal by the MTMC. It states that the government " . . . reserves the right to immediately remove the primary carrier for the duration of the tender for unsatisfactory service." Removal is permanent after the second report of unsatisfactory service, which is defined in the agreement.

i. Carrier Performance Self-Evaluation

This item requires that carriers operating under the agreement submit, upon request, a comprehensive self-evaluation. The evaluation will include areas of performance such as transit time; over, short, and damage claims; and timely pickup of materials. The self-evaluation will be used by the depot, in conjunction with its own evaluation, to determine the carrier's overall performance. If the carrier fails to fulfill the request, it can be removed for the duration of the agreement.

j. Option to Extend

At times, problems arise in the solicitation process which may require an extension of the existing

agreement. The extension provision gives the government, in agreement with the carrier, the option to extend the agreement for up to six additional months.

2. Rates and Charges (Section 2)

This section of the tender serves a twofold purpose. It is used to furnish historical data to competing carriers during the solicitation process, and it provides the rates and charges for movement of freight.

There are 13 items in this section corresponding to the 13 regions developed by the depot. Each page contains the rates and charges for each individual state, and is further broken down by weight category, estimated weight per weight category, charge per shipment (for shipments in the 1-199 pound weight class), rate, and required transit time for both LTL and TL shipments. Following is a more detailed description of these items.

a. Estimated Total Weight and Transit Time

The estimated total weight per weight category and transit time sections are developed from historical data and are used by the bidding carriers in planning their rate structures. In the early days of the program, depots were forced to use in-house methods of developing this information. Depot estimates usually consisted of deriving tonnage figures from 45 days of data contained in existing reports, and then expanding those figures to cover a one-year timeframe. This resulted in inaccurate tonnage figures since the method did not take into consideration seasonal

variations or individual weight categories. To give the bidding carriers a better basis for planning, DLA-OT requested that the DLA Operations Research and Economic Analysis Office (DORO) develop a database, and produce a standard report, to be used in the development of guaranteed traffic solicitations. In response, DORO made two important contributions to the program.

First, DORO made a study of existing transportation data to determine if there was a file available that could provide the needed information on depot Government Bill of Lading shipments. At the completion of the study, the Freight Information System (FINS) file, maintained by MTMC, was selected, and included in the DORO database. This file contains information from depot GBL's paid by the U.S. Army Finance Center, Indianapolis, IN, and includes additional information added by MTMC during processing.

Secondly, instead of developing a standard computer program for all depots, DORO wrote six individual programs tailored to the specifications of each of the depots. This approach gives DORO the flexibility to make changes to a depot program, should the depot make changes in an upcoming solicitation package.

Figure 3.1 is a copy of a page from the traffic history developed by DORO for the Tracy guaranteed traffic solicitation contained in Appendix A. It is the history

GUARANTEED TRAFFIC TONNAGE SUMMARY BY STATE - DDTC
SURFACE SHIPMENTS - FY-83

AREA	DEST STATE	SHIPMENT CATEGORY	WEIGHT CATEGORY	WEIGHT	NO. SHPT	NO. FLBD	PS CNT
NORTHWEST	WA	LESS-TKLD	0 TO 199	182991	2544		7
			200 TO 499	313440	967		7
			500 TO 999	408846	580	1	2
			1000 TO 1999	746787	541		
			2000 TO 4999	1320955	428	1	1
			5000 TO 9999	1084584	160	4	
			10000 TO 14999	1257237	101	34	
			15000 TO 19999	1455987	83	23	
			20000 TO 24999	2456795	109	20	
		SUBTTL	922762	5513			
		NO.FLBDS			83		
		PSCOUNT				17	
		TRUCKLOAD	25000 TO 29999	2541329	92	8	
			30000 TO 34999	3590868	110	6	
			35000 TO 39999	3461144	92	6	
			OVER 40000	9382960	212	10	
			20000 & 6T1600	308350	24		
			SUBTTL	19284651	530		
		NO.FLBDS			30		
		PSCOUNT				0	
STATETTL	28512273	6043					
NO.FLBDS			113				
PSCOUNT				17			

Figure 3.1. FY-83 Guaranteed Traffic History - Washington

for Washington State, which corresponds to Item 55-1 in the tender. As can be seen, the weight for each category in the history is transferred to the agreement--usually with only minor changes. Some small differences occur when the depot makes adjustments during the preparation of the solicitation document.

Required transit times are given for each weight category on an LTL and volume shipment basis. These times will generally remain constant across each of the shipment categories, and generally are the same from agreement to agreement. Transit times are developed by the depot based on past shipping experience and distribution patterns.

These times are not negotiable, and must be accepted by the carrier if an award is made. Failure of the carrier to adhere to the times will result in disqualification.

b. Minimum Weight Categories

Weight categories used in the guaranteed traffic program are standard weight spreads established by DLA-OT and depot transportation officers. Usually, the only variance found in these weights across agreements is the threshold at which LTL and TL shipments are divided. In the Tracy agreement, 25,000 pounds is considered the beginning of the TL category, where other depots consider 10,000 pounds to be the start of the TL category.

c. Charge Per Shipment

This category will be eliminated in future DLA solicitations, and will be replaced with a 200-pound minimum charge [Ref. 8]. The change was made during a recent DLA Guaranteed Traffic Workshop to eliminate confusion caused by the flat rate minimum charge. In future agreements, shipments weighing less than 200 pounds will be assessed the rate for a 200-pound shipment.

d. Rate (in Cents per Hundred Pounds)

The rate column is completed by the bidding carriers, and is the main criterion used in the bid evaluation process. A rate is entered in dollars and cents per hundred pounds. Once a bid is accepted by the MTMC from the low-cost carrier, these rates are used by the depot to transport all freight to the particular area where the rates are in effect. The rates are not negotiable after MTMC acceptance, and the only way a carrier can obtain relief from excessively low rates is to withdraw from the tender. Withdrawal has occurred on a number of occasions, with the next low-bidder taking over the agreement.

3. Destination, Volume, and Routes (Section 3)

Section 3 of the tender covers two main areas. First, it gives the bidding carriers more detailed information on the destination points of the freight involved in the tender, and second, it provides a place for the carrier to show how the freight will be routed.

The destination weight information is derived from a detailed section of the traffic history covering individual points used to prepare the solicitation. Each point is listed in a given state, where freight was shipped during the past year so the carrier can tentatively plan its operations under the agreement.

Under the routing section, the carrier lists whether the point will be served on a direct or jointline basis. This will indicate the amount of handling the freight will encounter during transit, and may be an indication of where problems may arise in meeting transit times. Jointline service will not disqualify a carrier, however, the agreement clearly states in Item 39 (Section 1): "The carrier agrees to assume full common carrier liability for shipments transported under the terms and conditions herein." This means that the tender carrier is responsible for the acts or omissions of jointline carriers.

C. SOLICITATION, EVALUATION, AND AWARD

The cover letter and an incomplete tender (rate items to be completed by the bidding carriers are blank) make up the solicitation package. The letter is prepared by the MTMC Negotiations Division (MT-INN), and gives a detailed explanation of the competitive bid process, which includes submission of the bid, bid evaluation, and final award. Many of the governing rules and regulations found in Section

2 of the tender are summarized to make clear the government position on the more important matters.

MTMC makes the solicitation document available to as many carriers as possible by use of a mailing list. This list is compiled from a list of carriers who have filed tender rates in the past. MTMC will also make the document available upon request.

1. Submission of the Bid

When a carrier receives the solicitation package, there are several important decisions that have to be made. First, the carrier must decide what state or group of states will be included in its bid; and second, a decision must be made as to what weight categories the bid will cover, e.g. LTL and/or TL. Once these decisions are made, the carrier completes the rate column in Section 2 corresponding to the states selected, and the routing column in Section 3 for the same states. If a carrier fails to complete any part of the rate section for a state, the bid will be nonresponsive and not considered by MTMC.

Since all rates submitted by carriers under the solicitation process are considered firm upon acceptance of the bid package by MTMC, carriers should ensure that the rates submitted follow a normal regression. For example, rates should get lower as the minimum weight of the shipment increases. Rates not following this pattern will be considered nonresponsive.

Carriers must then submit two signed copies of the completed tender to MTMC for evaluation on or before the closing date given in the cover letter. Failure to meet the deadline will result in the tender being returned unopened.

2. Bid Evaluation

All bids received by MTMC for a specific solicitation are opened on the date and time specified in the cover letter. The bids are then transferred to a microcomputer using a spreadsheet program specifically configured for the evaluation process. Each submission is evaluated by state and LTL and TL categories, and then is compared to all other like submissions. As an example of how the evaluation process works, the states of Washington and Oregon (Items 55-1 and 55-2 in the Tracy agreement) will be reviewed.

Figure 3.2 is a copy of the LTL submission by Garrett Express, for the states of Washington and Oregon. Evaluation factors, weight categories, rates offered, calculated costs, and state and regional totals are shown. The evaluation factors are the total weights from the tender divided by 100. This converts the weight to hundred weight (cwt), which simplifies the evaluation process.

The rates offered are Garrett's bid in dollars and cents per hundred weight, and are multiplied by the evaluation factor to give the total estimated cost per weight category. The cost column is then summed to give the estimated total cost to ship the weight represented by the

GARRETT			
TOTAL REGION COST=		\$599,240.15	

WASHINGTON			

EVAL. FACTORS	MW CAT.IN LBS	RATES OFFERED	COSTS
1830.9	1-199	\$34.69	\$63,515.92
3137.5	200-499	\$11.32	\$35,516.50
4088.46	500-999	\$8.95	\$36,591.72
7493.77	1000-1999	\$7.70	\$57,702.00
13269.95	2000-4999	\$6.46	\$85,723.97
10899.48	5000-9999	\$5.44	\$59,233.17
12707.07	10000-14999	\$4.30	\$54,810.10
14559.87	15000-19999	\$4.30	\$62,607.44
24567.95	20000-24999	\$3.95	\$97,043.10
TOTAL COST FOR THIS STATE			\$599,240.15

OREGON			

EVAL. FACTORS	MW CAT.IN LBS	RATES OFFERED	COSTS
380.98	1-199	\$34.09	\$12,987.61
527.16	200-499	\$9.93	\$5,231.70
660.05	500-999	\$7.84	\$5,174.79
918.11	1000-1999	\$6.75	\$6,137.11
1322.5	2000-4999	\$5.66	\$7,485.35
1082.54	5000-9999	\$4.76	\$5,132.39
617.15	10000-14999	\$3.77	\$2,326.66
152.18	15000-19999	\$3.77	\$573.72
424.99	20000-24999	\$3.47	\$1,474.72
TOTAL COST FOR THIS STATE			\$46,607.67

Figure 3.2. MTMC Computer Rate Evaluation

evaluation factor. A final regional total is computed by summing the total costs for Washington and Oregon, and is entered at the top of the evaluation. This is done for each carrier submitting bids.

As this process is being completed for all carriers submitting bids, the totals are automatically entered in a list of overall carrier costs for the region, shown in Figure 3.3. The list is used to select the low-cost carrier. A review of Figure 3.3 shows that Garrett had the lowest overall costs. Notice that there is a category for Tracy labeled DDTC. This is Tracy's best estimate of what the transportation will cost, and is included for comparison purposes.

<u>CARRIER NAMES</u>	<u>TOTAL REG. COSTS</u>
ABF Freight	\$798,317.95
Blackburn	845,020.27
Consolidated	908,890.81
Delta Lines	693,974.02
Garrett	599,240.13
Grove	648,545.82
Milne	671,512.68
Roadway	908,966.72
Santa Fe Trail	857,783.06
System 99	646,124.25
Transcon	677,199.33
DDTC	1,015,583.49

Figure 3.3 List of Overall Carrier Costs

MTMC then takes these totals for all regions in the solicitation and compiles a list showing the primary and first and second alternate carriers. A copy of the list covering the Tracy solicitation is shown in Figure 3.4.

3 December 1984

OUT OF STATE CARRIERS

REGION	LTL	T/L
55 Northwest	PRI Garrett 1ST System 99 2ND Grove Overland	Rail Highway Independent Sears w/d - 12/5/84 Blackburn
56 West Central	PRI Garrett 1ST Milne 2ND System 99	UP System Sears w/d 12/5/84 TLC Systems Rail Highway
57 Southwest	PRI Milne 1ST Delta Lines 2ND Garrett	Sears w/d 12/5/84 Independent TLC Systems Roadway
58 Colorado	PRI Milne 1ST Garrett 2ND Transcon	DRGW Express Co w/d 4/25/85 Sears w/d Ryder/Pie
59 Texas	PRI Garrett Voluntary w/d 2/14/85 1ST Santa Fe Trails 2ND ABF 1ST 2nd Transcon	Holiday Express w/d ^{prim} Transcon Express Co w/d 4/25/85 TLC Systems
60 North Central	PRI Garrett 1ST Roadway 2ND Consol Frtwys	Roadway Sears w/d - 12/5/84 Consol Frtwys DDTC
61 Midwest	PRI Garrett Voluntary w/d 2/10/85 1ST Transcon 2ND ABF 1st 2nd Yellow	Ryder/Pie Transcon Roadway
62 Central	PRI Garrett Voluntary w/d 2/10/85 1ST Transcon 2ND ABF 1st 2nd Roadway	Ryder/Pie Transcon Roadway
63 Southern	PRI Bowman Demand 2/14/85 1ST ABF 2ND Roadway 1st 2nd Yellow	Ryder/Pie Express Co w/d - 12/5/84 Roadway
64 New England	PRI Yellow 1ST Roadway 2ND McLean	Roadway McLean Holiday Express w/d prim DDTC
65 Northeast	PRI Transcon 1ST ABF 2ND Yellow	Transcon Roadway Ryder/Pie
66 East Central	PRI Yowell w/d prim to start 1ST Bowman 720-541-6222 Demand 1/15 2ND Transcon 1ST ABF 2nd Yellow	Transcon Roadway Independent
67 Southeast	PRI Yowell w/d prim to start 1ST Transcon 2ND ABF 1st 2nd Roadway	Express Co w/d 4/25/85 pri Rail Highway 1st Roadway

* removed

Figure 3.4. MTMC List of Carriers - Tracy, CA

A review of the list shows that a number of changes were made between the time the list was made and July 1985, the time the list was obtained by the author. It is important that a current list be maintained at all times during the life of the agreement for use in disqualifications and peak freight periods.

3. Final Award

When the evaluation process is complete, MTMC then makes the awards to the low-cost carriers. Just prior to final award, the carrier is required to verify that it has sufficient equipment and personnel to provide responsive service to meet movement requirements. This verification is usually accomplished through a series of facilities inspections conducted by MTMC and DLA personnel. The carrier should also have the capability to provide backup service in the case of equipment breakdowns.

Once selected, a primary carrier will be expected to provide responsive, responsible service. Failure to perform in accordance with the provisions of the tender may result in the immediate removal of the carrier. If a primary carrier is removed for unsatisfactory service from one state or region, it may also be removed from any remaining points and regions for the duration of the tender. In addition, if a carrier makes a submission to MTMC and subsequently decides to withdraw part of that submission, MTMC may consider the total offer to be withdrawn.

IV. ANALYSIS OF RATES AND TRANSIT TIMES

A. INTRODUCTION

As we have already seen, DLA depots have gained considerable control over their transportation operations through the use of guaranteed traffic. However, one question still remains: "What effect has guaranteed traffic had on rates and transit times?" This is a very difficult question to answer since there are at least two factors which might cause observable changes in depot transportation rates after 1980. They are deregulation and the guaranteed traffic program.

Partial deregulation of the regulated motor carrier industry, in the 1978-80 timeframe, by Congress removed most of the burden of rate regulation from government regulatory agencies and placed that function with the marketplace through eased entry requirements and increased competition among carriers. We have seen the results of transportation deregulation in such examples as airline fare wars [Ref. 9:p. 58], rail contract rates [Ref. 10:p. 94], and increased rate activity at MTMC. We would expect the effect of deregulation to be reflected in lower rates to the depots as the competitive forces take effect.

Guaranteed traffic, which is based on competition among carriers, should have the same basic effect as deregulation on carrier rates. Because of their expected similarity in

effect on rates, it may be impossible to differentiate between guaranteed traffic and deregulation when reviewing the depot rate trends. Another important consideration is that both deregulation and guaranteed traffic took effect at approximately the same time.

This analysis covers a three-year period beginning 1 October 1981 and ending 30 September 1984. Rates for all six DLA depots will be reviewed to determine the trends in rates during the timeframe. Transit times will also be analyzed on a limited basis using a statistical technique which will show the trend in transit times over the study period for the Tracy depot. This should give a good approximation of the level of carrier responsiveness under guaranteed traffic.

B. DATA PREPARATION

The Freight Information System (FINS) file, from the DLA Operations Research and Economic Analysis Office (DORO) database, was used to conduct the analysis. The FINS file contains information on each DLA-originated government bill of lading (GBL) paid by the Army Finance Center, and it includes the majority of the GBL shipments made by the six depots. Prior to actually using the data, a number of steps were involved in its preparation.

First, individual tapes were created for each depot containing only shipments made by motor carrier in van type equipment. This was done to eliminate shipments made in

special equipment which may contain other than routine guaranteed traffic rates.

Next, a special program was written in SPSSX (Statistical Package for the Social Sciences) to convert the ship and receipt dates to Georgian dates, make the transit time calculations, and append the transit time to each record.

Finally, a COBOL program was written which multiplied each rate by a deflation factor, performed a number of checks on the data, and compiled both individual state and overall summary statistics for each depot. Figure 4.1 is a sample of the overall summary statistics page from the Tracy depot report. The remaining depot summary reports are attached as Appendix B. As can be seen, average rate and number of shipments were calculated by time period (discussed later) for each weight category, and summary statistics were computed for three separate categories: less-than-truckload (LTL), truckload (TL), and overall grand total. Transit times were computed for LTL and TL categories and are shown on the lower half of the page. Counters were set up to review mode and shipment counts and are shown at the bottom of the page.

To ensure the most accurate calculations, each average rate was computed by summing the rates for each individual shipment within a weight category and dividing the total by the number of shipments in the category. This methodology was extended to the computation of LTL, TL, and grand totals. Similarly, average transit times were

TRACY, CA

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 BSHPTS/AVG RATE	PERIOD 2 BSHPTS/AVG RATE	PERIOD 3 BSHPTS/AVG RATE	PERIOD 4 BSHPTS/AVG RATE	PERIOD 5 BSHPTS/AVG RATE	PERIOD 6 BSHPTS/AVG RATE
0 - 199	14,841	46,06	39,92	18,474	38,20	19,095
200 - 499	4,732	18,80	13,02	8,604	13,51	5,270
500 - 999	3,269	14,80	12,55	4,199	10,93	3,870
1,000 - 1,999	2,621	12,25	10,83	3,082	9,35	2,768
2,000 - 4,999	2,049	9,60	1,923	8,54	2,233	7,26
5,000 - 10,000	1,278	6,10	1,493	4,85	1,243	4,52
LTL TOTALS	28,790	11,44	29,103	9,64	35,835	9,35
10,001 - 14,999	550	2,19	274	3,39	316	2,03
15,000 - 19,999	351	3,59	286	3,36	346	2,84
20,000 - 24,999	257	2,40	269	2,86	221	2,19
25,000 - 29,999	171	1,34	221	2,07	261	2,06
30,000 - 34,999	172	1,97	165	2,36	185	1,83
35,000 - 39,999	130	1,97	140	2,44	197	1,84
40,000 - 100,000	284	2,23	177	2,20	322	1,99
LTL TOTALS	1,301	2,19	1,634	2,88	2,177	2,32
GRAND TOTALS	30,691	5,74	30,737	5,41	38,012	4,41
LESS THAN TRUCKLOAD	7,00	6,19	5,46	4,25	4,76	5,06
TRUCKLOAD	2,23	2,18	2,06	2,23	3,40	3,41
TRANSPORTATION MODE TOTALS						
VAN, AIR RIDE	1					
VAN, OPEN TOP	0					
VAN, CLOSE	11,148					
GENERAL	194,325					
TOTAL	205,474					
CUSTOMER VIA AIRTEAM	0					

Figure 4.1 COBOL Summary Output

computed by summing the transit times for LTL and TL categories and dividing by the total shipments in the category. Transit times in excess of 30 days were excluded from the computation since anything in excess of that time was assumed to be either lost or free astray freight.

The rates were indexed to remove the effect of inflation from the study. Indexing should make clearer the effects of deregulation and guaranteed traffic on the average depot rates. Deflator indexes covering government transportation purchases from a table entitled "Implicit Price Deflators for National Defense Purchases" [Ref. 11:p. 87] were used for this purpose. The table is maintained by the U.S. Department of Commerce, Bureau of Economic Analysis, and is updated on a monthly basis. Prior to the actual calculations, the indices were converted to show the first quarter of fiscal year 1985 (October, November, and December 1984) as the base period (100 percent). The converted indices are shown in Table 4.1. The conversion was accomplished by dividing each index used by the index factor for the base period.

In order to observe changes in rates and transit times, the three-year timeframe was broken down into six six-month periods with the rate and transit time calculations based on each period. Table 4.1 is a breakdown of the periods by month and year, and includes the appropriate deflator index.

TABLE 4.1 PERIOD BREAKDOWN WITH INDEX FACTORS

<u>Period</u>	<u>Year</u>	<u>Month</u>	<u>Index</u>	<u>Period</u>	<u>Year</u>	<u>Month</u>	<u>Index</u>
1	81	Oct		4	83	Apr	
		Nov	1.016			May	.955
		Dec				Jun	
	82	Jan				Jul	
		Feb	1.005			Aug	.970
		Mar				Sep	
2	82	Apr		5	83	Oct	
		May	1.024			Nov	.955
		Jun				Dec	
		Jul			84	Jan	
		Aug	.932			Feb	.965
		Sep				Mar	
3	82	Oct		6	84	Apr	
		Nov	.935			May	.971
		Dec				Jun	
	83	Jan				Jul	
		Feb	.928			Aug	.988
		Mar				Sep	
			Base	84	Oct		
					Nov	1.000	
					Dec		

Data checks were included in the program to ensure that the data used in the analysis were as clean as possible. For example, shipment modes were checked for correct mode code and transit times were examined for values in excess of 30 days. If an error was found, the record was bypassed and not included in the analysis.

C. RATE ANALYSIS

In conducting the rate analysis, the assumption was made that the CONUS-wide summary statistics for each depot would be sufficient to show the overall trend in average motor carrier rates for both LTL and TL traffic. This is based

on the fact that a very large sample (approximately 85 to 90 percent of all depot motor carrier shipments) was used to conduct the analysis. Based on these average rates, a regression analysis was conducted on the data using Minitab, a computer-based statistical package. Several important pieces of information were generated: (1) a polynomial equation; (2) an R^2 value; and (3) a standard deviation (σ).

The polynomial equation (illustrated in Figure 4.2) is an effort by the regression analysis to explain the data points by fitting a smooth curve through the points which will approximate the slope or trend of the original data. The R^2 value is used to denote the amount of the variation in the data that is explained by the equation. Low R^2 values occur where there is a large variation in the rate data about the fitted line. The standard deviation (σ) shows the square root of the average squared deviations of the actual data from the fitted line.

Each depot is represented by two graphs, one for LTL and the other for TL shipments. The graphs are shown in Figures 4.3 through 4.8. The X-axis of the graph represents the six six-month periods shown in Table 4.1 and is labeled, Per 1 through Per 6. The Y-axis shows the rate in dollars per hundred weight (cwt) and varies based on the rate structure at each depot. The heavy black vertical and horizontal lines show the timeframe in which guaranteed traffic was instituted at a depot, with the arrow showing the direction. If there is no line shown, there was no

PREDICTOR EQUATION COMPARISON TRACY, CA POLYNOMIAL VS LINEAR

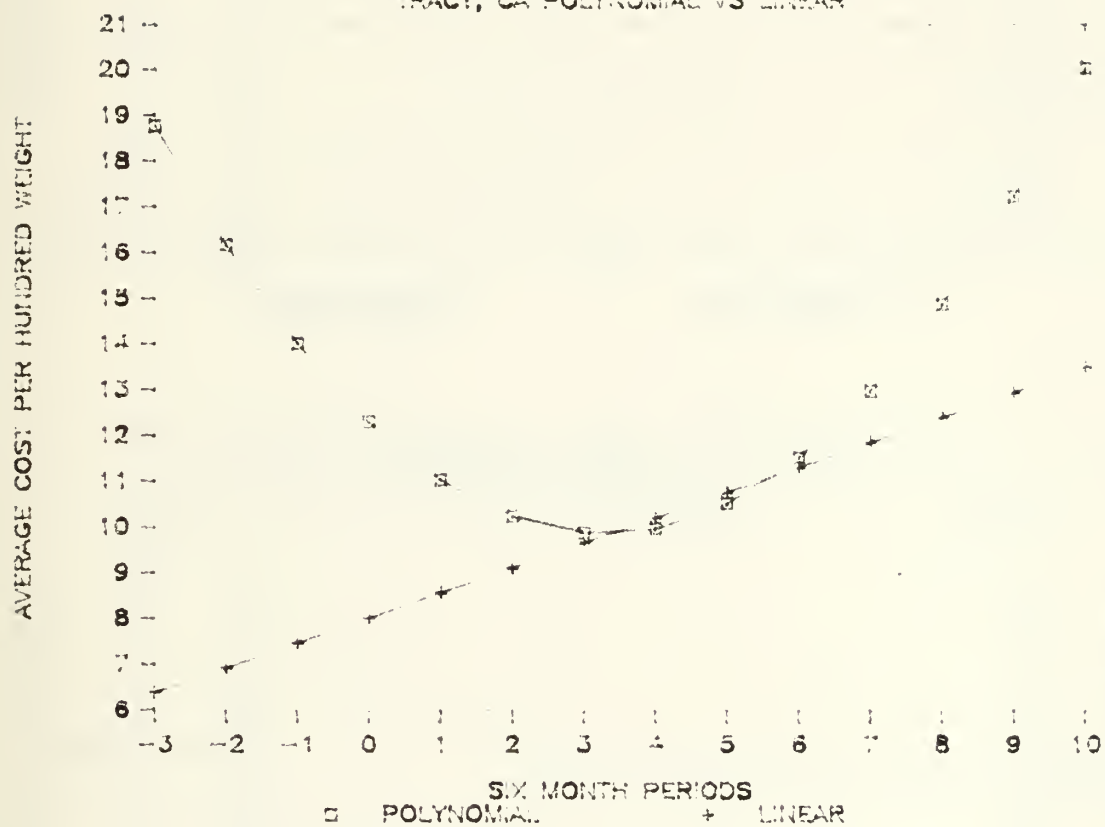


Figure 4.2. Equation Comparison

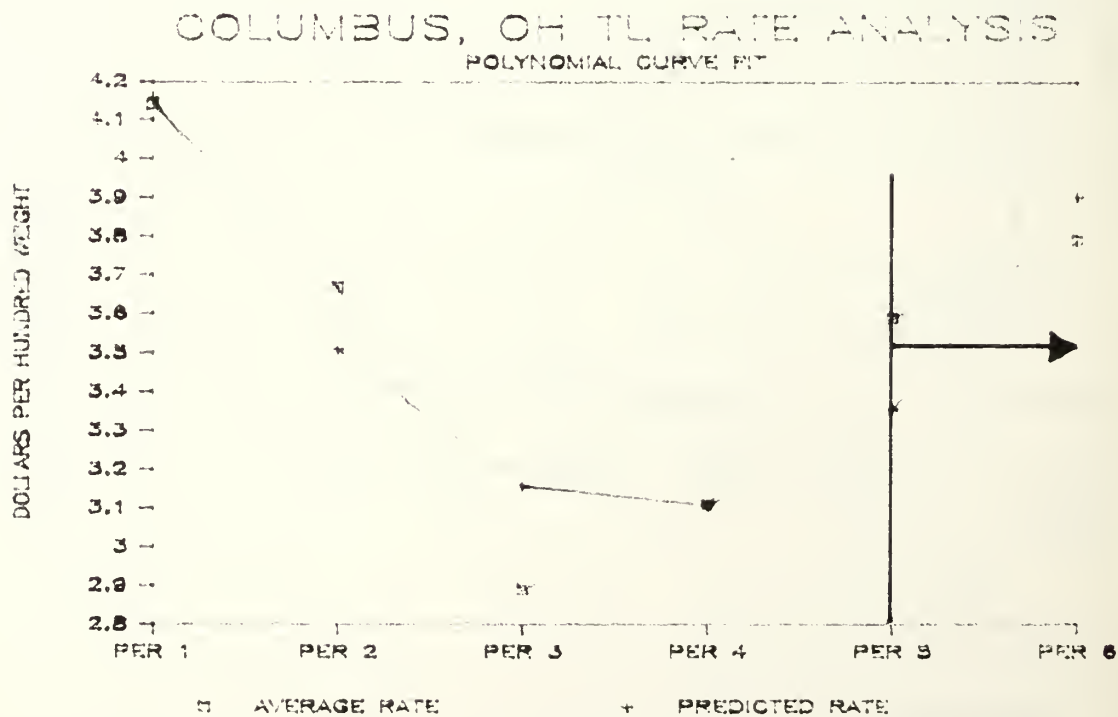
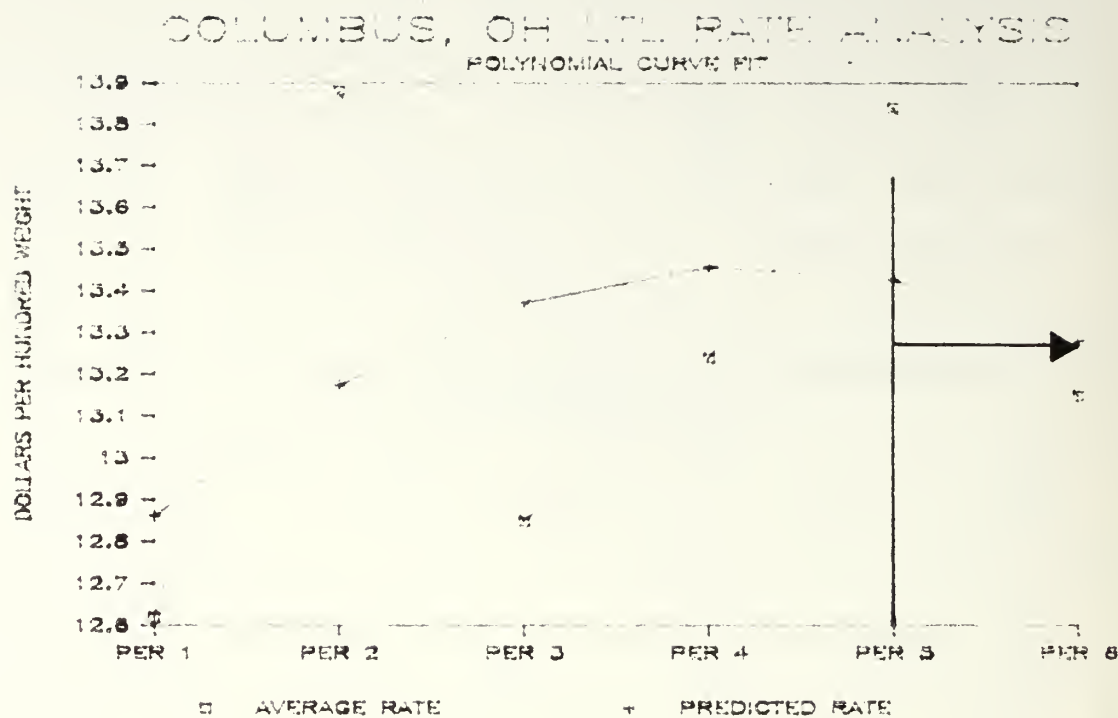
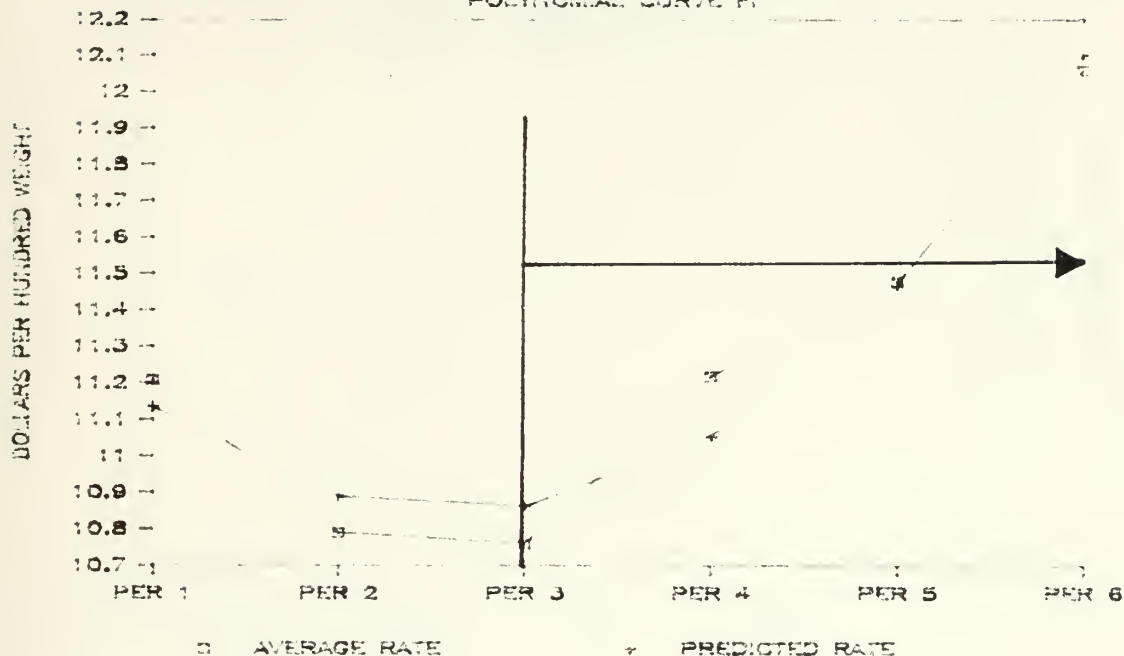


Figure 4.3. LTL and TL Rate Graph - Columbus, OH

MECHANICSBURG, PA LTC RATE ANALYSIS

POLYNOMIAL CURVE FIT



MECHANICSBURG, PA TL RATE ANALYSIS

POLYNOMIAL CURVE FIT

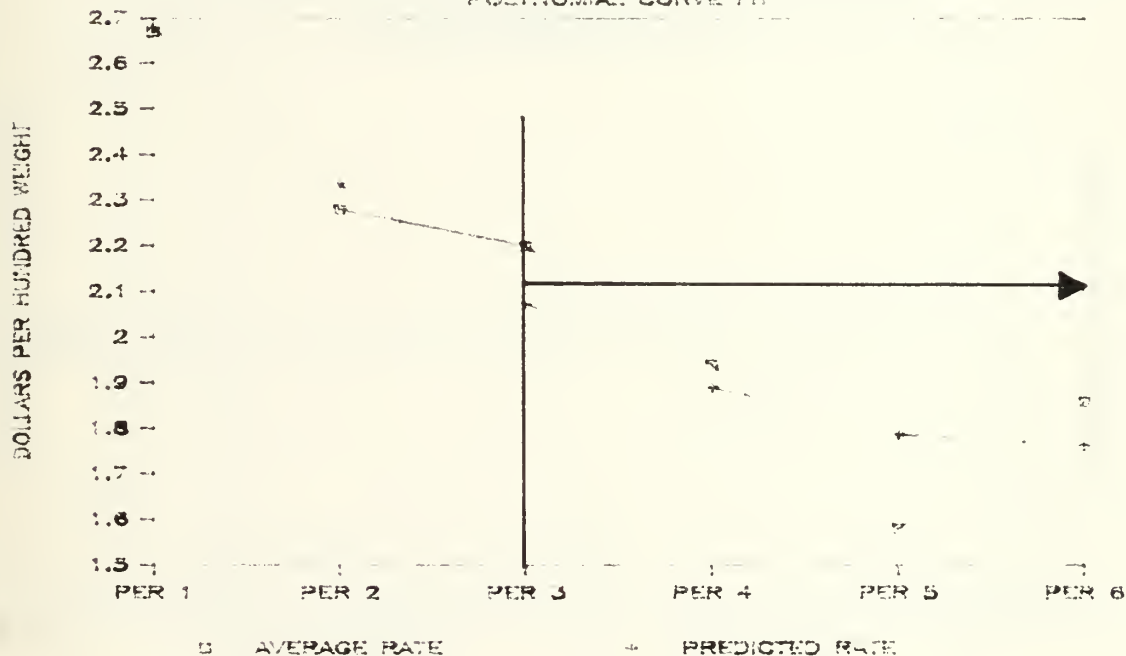


Figure 4.4. LTC and TL Rate Graph - Mechanicsburg, PA

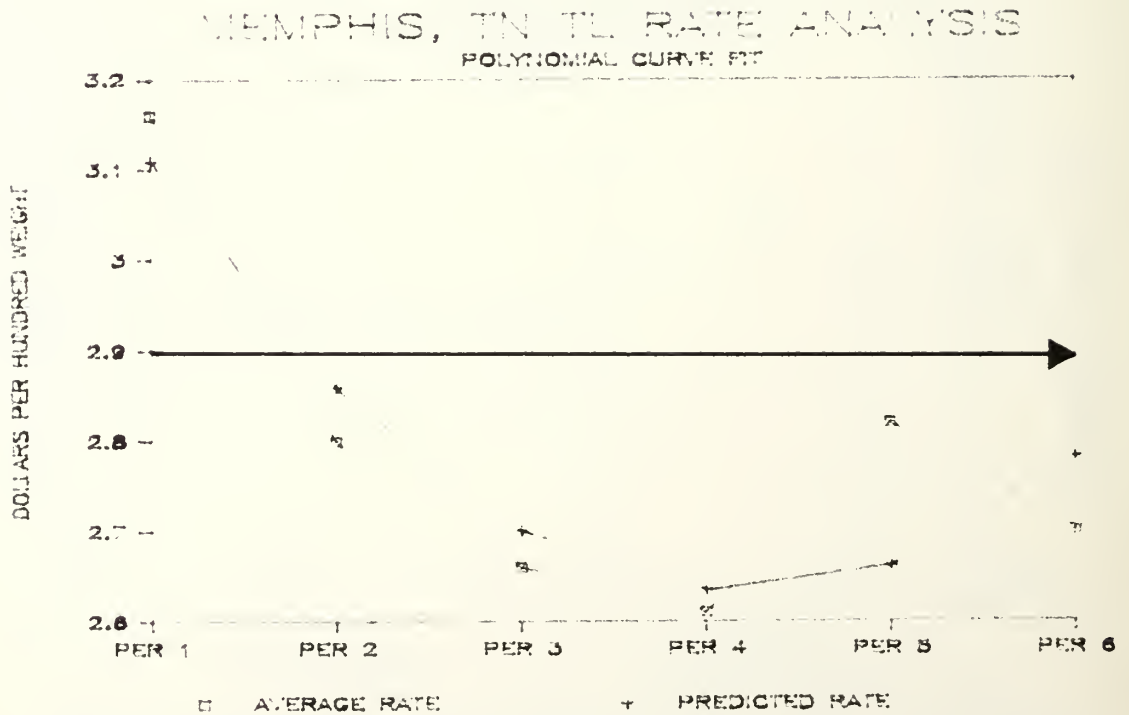
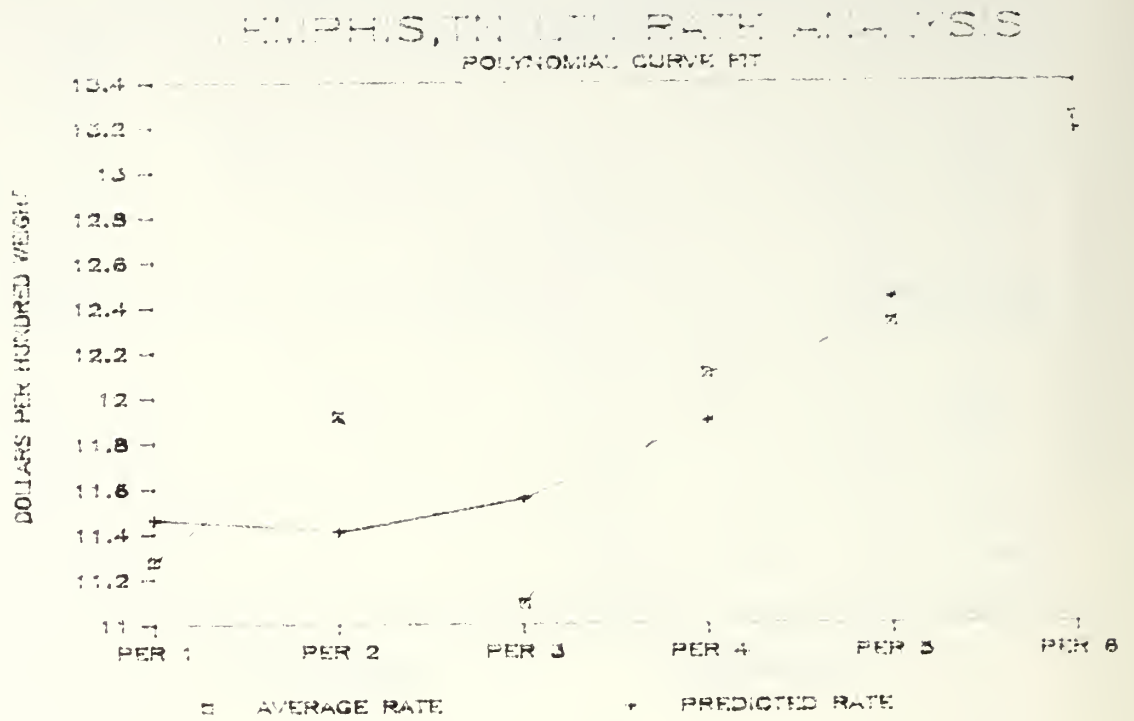
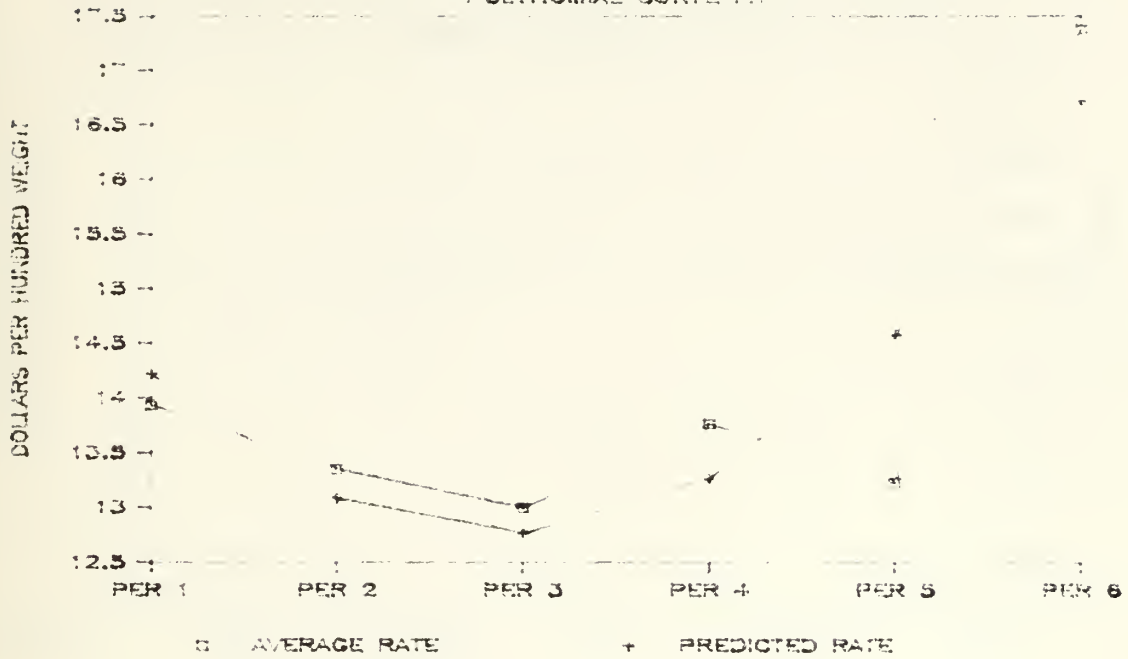


Figure 4.5. LTL and TL Rate Graph - Memphis, TN

OGDEN, UT LTL RATE ANALYSIS

POLYNOMIAL CURVE FIT



OGDEN, UT TL RATE ANALYSIS

POLYNOMIAL CURVE FIT

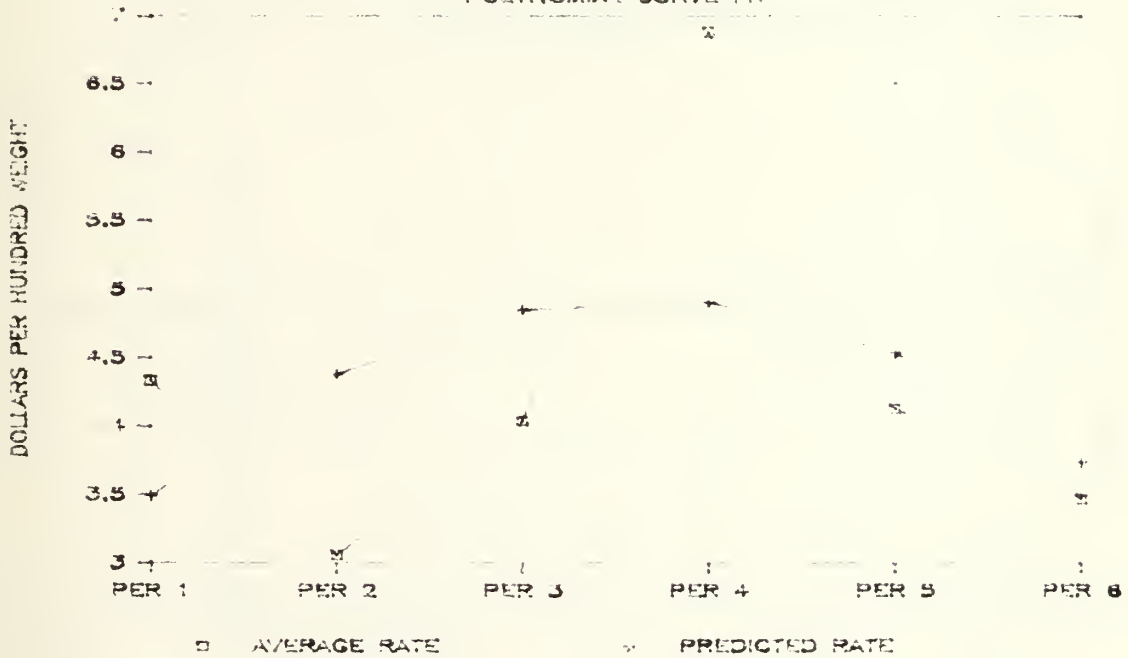


Figure 4.6. LTL and TL Rate Graph - Ogden, UT

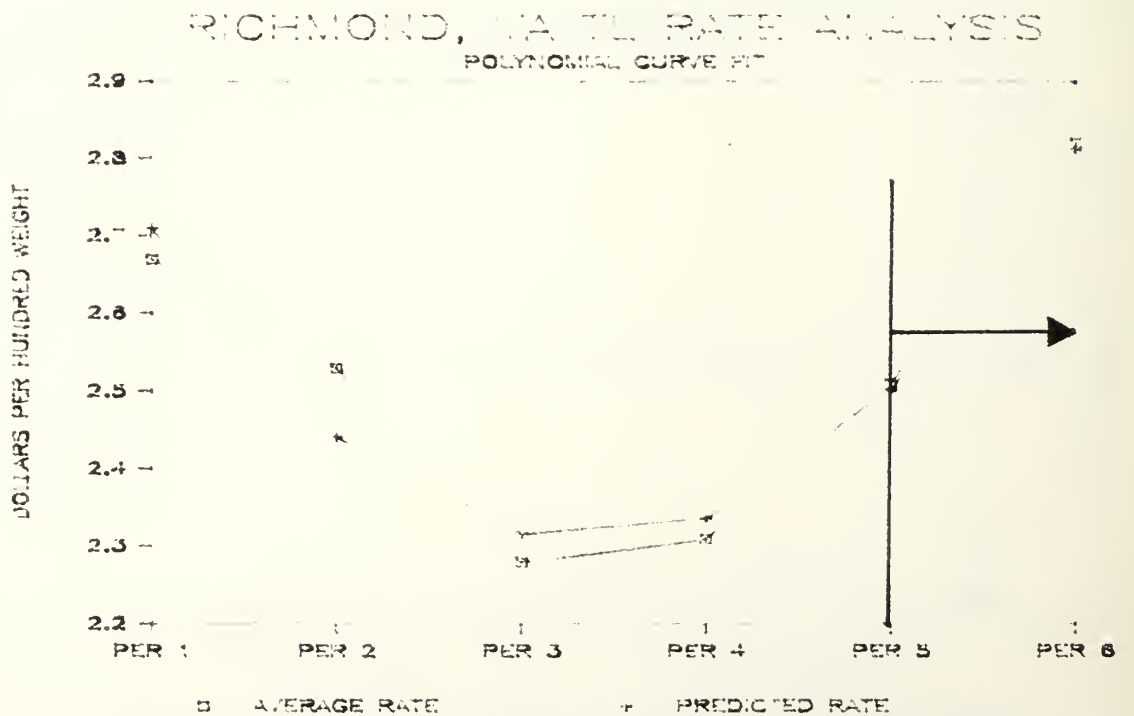
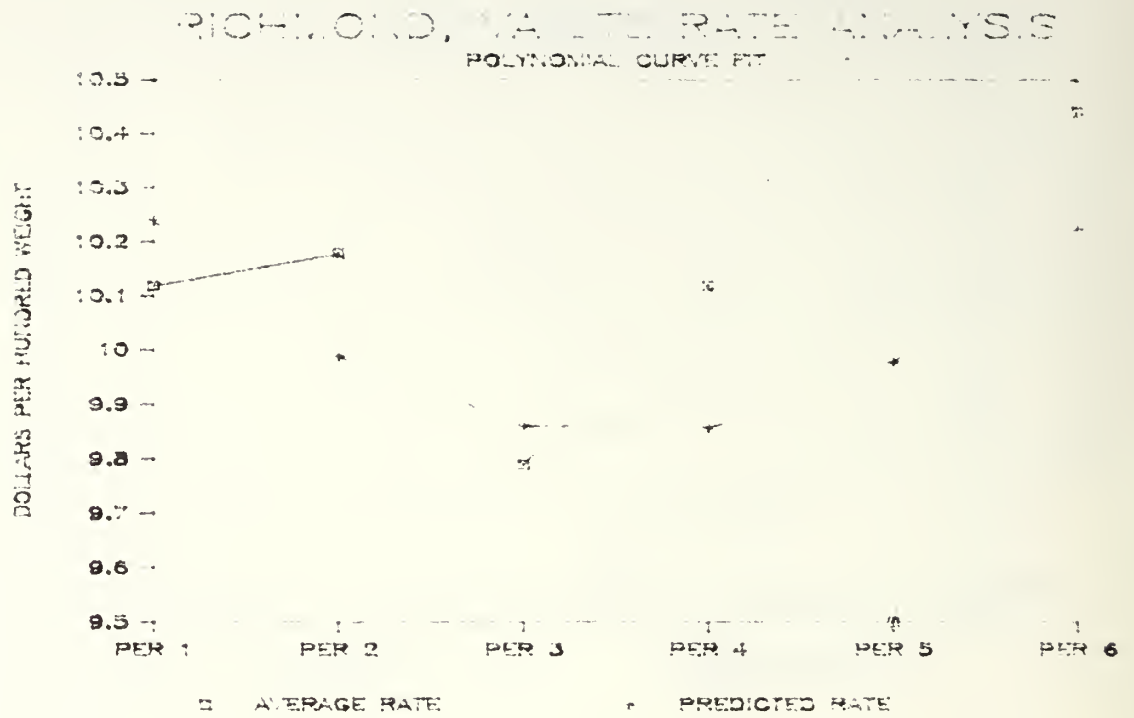


Figure 4.7. LTL and TL Rate Graph - Richmond, VA

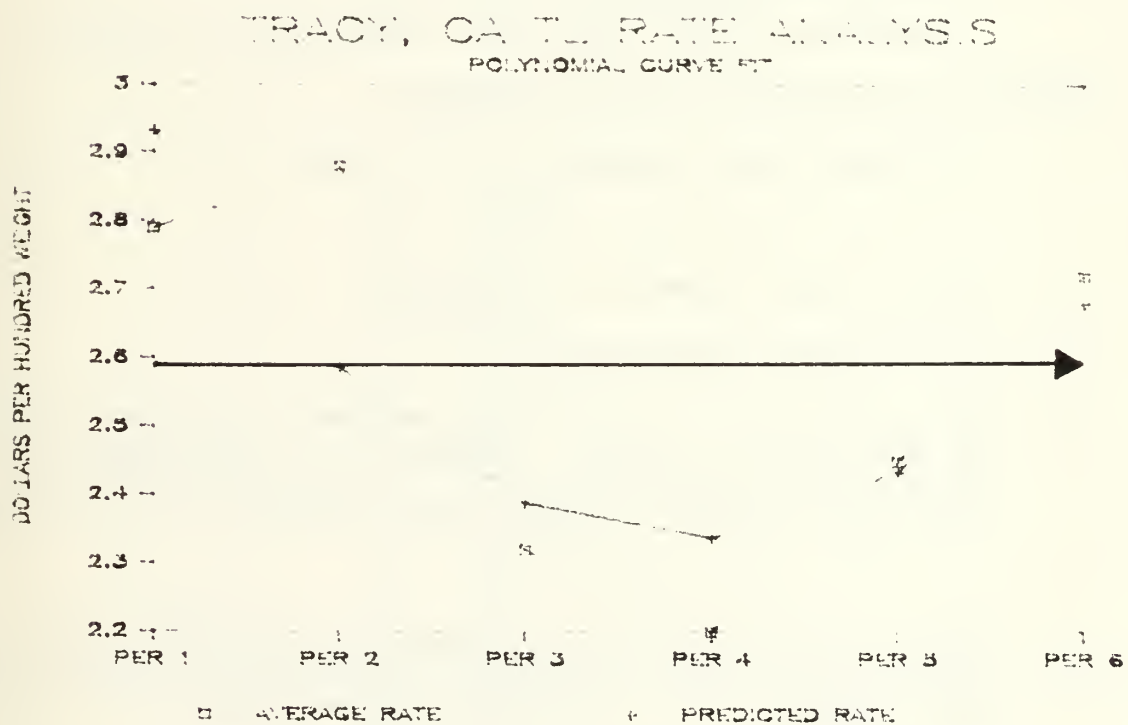
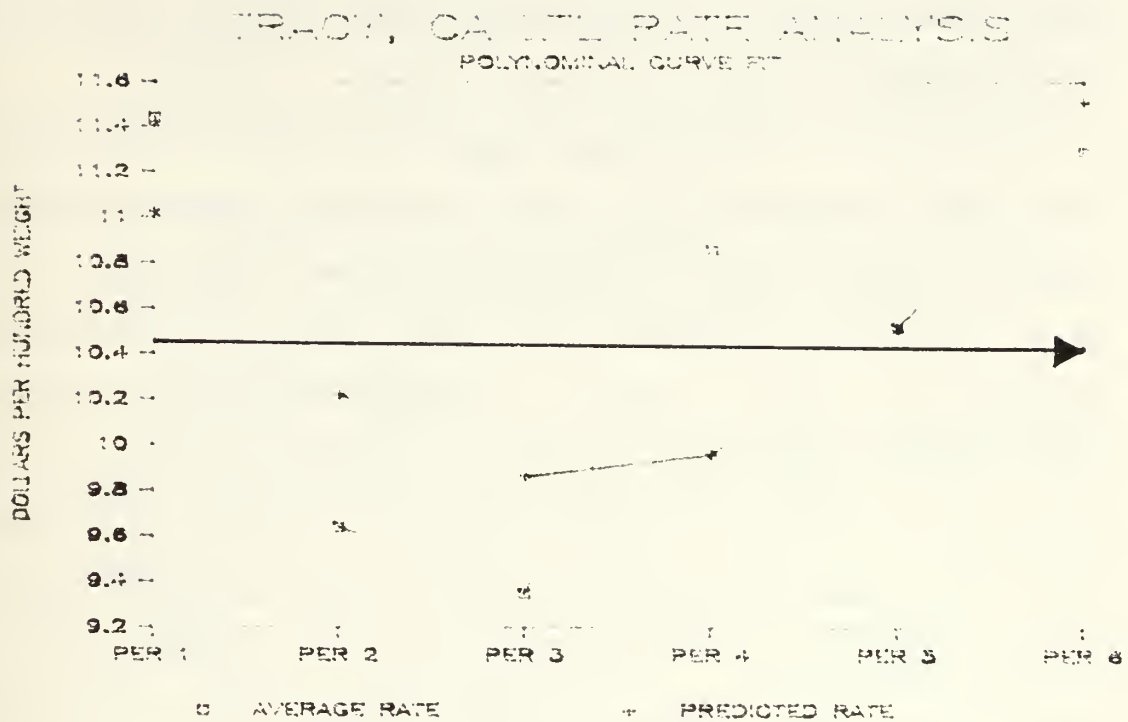


Figure 4.8. LTL and TL Rate Graph - Tracy, CA

guaranteed traffic in effect at the depot during the time-frame studied.

The depots can be placed into three distinct groupings: those that had guaranteed traffic in effect throughout the study timeframe, those that had guaranteed traffic for only part of the timeframe, and those that had no guaranteed traffic. In order to compare the depot trends, several items were computed using the polynomial equation developed by the regression analysis. If the R^2 value was less than 50 percent, the equation was considered too weak to give a meaningful comparison to the actual rate trend; however, all computations were completed for each depot (both LTL and TL).

1. Depot Computations

There are eight individual pieces of information shown for the analysis of each depot:

1. The polynomial equation in the form:

$$Y = \beta_0 + \beta_1x + \beta_2x^2$$

2. The R^2 value shown as a percent.
3. The standard deviation.
4. The time period in which the minimum or maximum rate is estimated to occur. Computed by taking the first derivation of the polynomial function, setting it equal to zero and solving. The function took the form:

$$Y' = \beta_1 + \beta_2(2x)$$

5. The estimated minimum or maximum rate computed by substituting the time period computed in 4 above into the polynomial in 1 and solving the equation.
6. The rate for period 6 computed using the polynomial in equation 1 above.

7. The estimated percent increase or decrease between the minimum rate computed in 5 divided into the rate computed for period 6. This percent represents the increase or decrease from the projected minimum or maximum rate to the rate for period 6 of the study and is used for comparison purposes.
8. The observed percent increase or decrease between the lowest observed rate and the average rate in period 6. This is computed by dividing the lowest observed rate into average rate for period 6.

2. Depot Statistics

The following is a list of the above computations for both LTL and TL shipments for each depot.

<u>Depot</u>	<u>LTL</u>
Columbus	<ol style="list-style-type: none"> 1. $Y = 12.4 + .487x - .0577x^2$ 2. 18.8 % 3. .5958 4. 4.22 (max) 5. \$13.43 6. \$10.47 7. 22.0% (decrease) 8. 4.2%
	<u>TL</u>
	<ol style="list-style-type: none"> 1. $Y = 5.11 - 1.10x + .150x^2$ 2. 84.2% 3. .2353 4. 3.67 5. \$3.09 6. \$3.90 7. 26.2% 8. 31.0%
Mech'burg	<u>LTL</u>
	<ol style="list-style-type: none"> 1. $Y = 11.6 - .576x + .110x^2$ 2. 95.3% 3. .1355 4. 2.62 5. \$10.85 6. \$12.10 7. 11.5% 8. 12.1%

TL

1. $Y = 3.10 = .462x + .0398x^2$
2. 89.7%
3. .1570
4. 5.80
5. \$1.76
6. \$1.86
7. 5.7%
8. 19.2%

Memphis

LTL

1. $Y = 11.7 - .349x + .0991x^2$
2. 81.1%
3. .4360
4. 1.76
5. \$11.39
6. \$13.19
7. 15.8%
8. 19.4%

TL

1. $Y = 3.45 = .390x + .0464x^2$
2. 79.6%
3. .1153
4. 4.20
5. \$2.63
6. \$2.78
7. 5.7%
8. 3.4%

Ogden

LTL

1. $Y = 16.2 - 2.36x + .409x^2$
2. 79.7%
3. .9511
4. 2.89
5. \$12.80
6. \$16.73
7. 30.7%
8. 74.8%

TL

1. $Y = 2.18 + 1.53x - .211x^2$
2. 19.0%
3. 1.5570
4. 3.63(max)
5. \$4.95
6. \$3.76
7. 24.0% (decrease)
8. 13.4%

Richmond

LTL

1. $Y = 10.6 - .438x + .0621x^2$
2. 26.5%
3. .3655
4. 3.53
5. \$9.82
6. \$10.21
7. 4.0%
8. 9.9%

TL

1. $Y = 3.12 - .486x + .0732x^2$
2. 94.5%
3. .06252
4. 3.36
5. \$2.30
6. \$2.81
7. 22.2%
8. 23.7%

Tracy

LTL

1. $Y = 12.3 - 1.48x + .226x^2$
2. 56.0%
3. .7367
4. 3.27
5. \$9.88
6. \$11.51
7. 16.5%
8. 20.7%

TL

1. $Y = 3.43 - .568x + .0739x^2$
2. 65.3%
3. .2097
4. 3.84
5. \$2.34
6. \$2.68
7. 14.5%
8. 23.6%

3. Trend Analysis

Because of the difference in rate structures at each depot it was impossible, using the study data, to compare the level of rates between depots. However, the point where the

rates reach a minimum and the percentage increase from the minimum point to the period 6 rate level should show similar characteristics across the depots.

To compare the trends in the three groupings (all guaranteed traffic, partial guaranteed traffic, and no guaranteed traffic), three pieces of information were used: the estimated (#4) and observed period in which the minimum rate was reached, the percentage increase from the estimated minimum rate to the estimated rate for period 6 (#7), and the percentage increase from the observed minimum rate to the observed rate for period 6 (#8). "Estimated" refers to those values computed using the polynomial equation generated by the regression analysis and "observed" refers to the actual average values generated by the COBOL program.

Separating the depots into the three groups, the information on rate minimums and percentage rate increases are shown in Tables 4.2 and 4.3.

One of the first things to note is that there are three instances where the regression analysis resulted in low R^2 values of 18.8, 19.0, and 26.5 percent. Two of these are found in the group having no guaranteed traffic, Ogden (TL) and Richmond (LTL), and the other, Columbus (LTL) is in the partial guaranteed traffic group. A review of the graphs for these three depots show a large variation in the average rate data which is the reason for the low R^2 values. The predicted curves for both Columbus (LTL) and Ogden (TL) have obvious upward bows. Because of the low

TABLE 4.2. SUMMARY ESTIMATED AND OBSERVED MINIMUM PERIODS

Group	Depot/Class	Est. Minimum Period	Observed Minimum Period
All GT	Tracy (LTL)	3.27	3.00
	Tracy (TL)	3.84	4.00
	Memphis (TL)	4.20	4.00
Part GT	*Columbus (LTL)	4.22 (max)	1.00
	Columbus (TL)	3.67	3.00
	Mechanicsburg (LTL)	2.62	3.00
	Mechanicsburg (TL)	5.80	5.00
	Richmond (TL)	3.36	3.00
No GT	Memphis (LTL)	1.76	3.00
	Ogden (LTL)	2.89	3.00
	*Ogden (TL)	3.63 (max)	2.00
	*Richmond (LTL)	3.53	5.00

* Denotes depots not considered in analysis.

TABLE 4.3. ESTIMATED AND OBSERVED INCREASE
FROM MINIMUM RATE TO PERIOD 6

Group	Depot/Class	Estimated Increase	Mean	Observed Increase	Mean
All GT	Tracy (LTL)	16.5%		20.7%	
	Tracy (TL)	14.5%	12.2%	23.6%	15.9%
	Memphis (TL)	5.7%		3.4%	
Part GT	*Columbus (LTL)	---		---	
	Columbus (TL)	26.2%		31.0%	
	Mech'burg (LTL)	11.5%	16.4%	12.1%	21.5%
	Mech'burg (TL)	5.7%		19.2%	
	Richmond (TL)	22.2%		23.7%	
No GT	Memphis (LTL)	15.8%		19.4%	
	Ogden (LTL)	30.7%	23.3%	74.8%	47.1%
	*Ogden (TL)	---		---	
	*Richmond (LTL)	---		---	

*Denotes depots not considered in analysis.

predictability of the regression equations these three depots were not used in the analysis.

A review of Figures 4.3 through 4.8 shows that rates began to decline somewhere before the start of period 1 (excluding those depots designated by an *). The decreases are assumed to be the result of deregulation or a combination of both deregulation and guaranteed traffic. Based on the calculations reported in item 4 of the depot statistics, it can be shown that the rates reached an estimated minimum point between mid-January 1982 and the beginning of October 1983. The observed minimums seem to reinforce these estimates, reaching the lowest average rates between period 3 (October 1982) and period 5 (October 1983). This evidence indicates that the maximum effect of both deregulation and guaranteed traffic may already have been reached.

After the minimum was achieved, the rates all began to increase, as evidenced by the upward trend in the graphs. Percentage increases between the estimated minimum and period 6 rate ranged from a low of 5.7 to a high of 30.7 percent, while the observed increases ranged from 3.4 to a high of 74.8 percent. The higher percentage increases for both estimated and observed average rate increases occurred at depots having no participation in guaranteed traffic, with the exception being Memphis(LTL) at 15.8 percent. These depots posted estimated rate increases between 15.8 and 30.7 percent, and observed increases of 19.4 and 74.8

percent. The lowest percentage increases were recorded by depots having guaranteed traffic the whole timeframe, or who initiated the program at about the same time the rates reached a minimum. These depots posted estimated increases of from 5.7 to 16.5 percent, and observed increases from 3.4 to 23.6 percent.

A review of the group means shows that the depots having guaranteed traffic the longest have the lowest overall increase, both estimated and observed, while the percentage increase rises based on the degree of guaranteed traffic in effect. These data indicate that guaranteed traffic seems to retard the amount of increase in future transportation rates.

D. TRANSIT TIME ANALYSIS

Transit times for the Tracy depot were analyzed using the "Two-Way Analysis of Variance" (ANOVA) feature of the Minitab computer-based statistical package. This analysis looked at the weighted mean transit times for each of the six periods for both LTL and TL shipments, compared them, and determined if the means were the same, or if they experienced a change over the periods.

To conduct the analysis, two separate datasets were created: one for LTL, and the other for TL data. An individual record within a dataset was comprised of the following information: total number of shipments per period, the average transit time per period, the time

period (e.g., "1" for period 1), and a number representing each state used in the analysis. For LTL shipments, 47 states plus the District of Columbia were represented in the dataset. For TL shipments, six states were included in the dataset. The criteria used for selection of the states to be analyzed consisted of whether the state had transit time computations in each of the six time periods. If one time period had no average transit time computation, then the whole state was excluded. For example. if Maine only had TL shipments in periods 1 and 3, then there would only be average transit times for those periods. The other four periods would be blank, and Maine was excluded from the TL analysis. Weighted averages were computed for each state by multiplying the average transit time per period by the number of shipments occurring in the same period.

An analysis of variance (ANOVA) procedure is used to test the "between group variation" using data grouped by two different classifications. In this case, the data are grouped by time period (ranging from 1 to 6), and state (ranging from 1 to 48 for LTL shipments, and 1 to 6 for TL shipments). Basically, what happens is that a hypothesis is formulated which states: There is no change in the mean transit time across periods given that the length of haul is controlled for via the destination state.

This is tested by the use of the F-distribution which is suited for comparing variances or standard deviations of

two independent samples. If the F statistic generated by the analysis is less than, or equal to the F statistic obtained from a standard table, then the means are considered to be equivalent. If the F statistic is greater than the standard table value, then the means are not the same. So, if the means and 95 percent confidence intervals for each of the periods are plotted on the same graph, a trend should emerge.

The ANOVA procedure for LTL shipments produced an F statistic of 5.946 (with 5 and 235 degrees of freedom). This was then compared to a tabled F statistic [Ref. 12:p. 752] of 2.21 with the same degree of freedom, which showed that the generated F statistic was greater than the table statistic. Since this was the case, the hypothesis that the "means are equal" should be rejected. When the means and confidence intervals are plotted by period on the same graph (see Figure 4.9), a definite decline in LTL transit times is shown.

INDIVIDUAL 95 PERCENT C. I. FOR LEVEL MEANS OF C4
(BASED ON POOLED STANDARD DEVIATION)

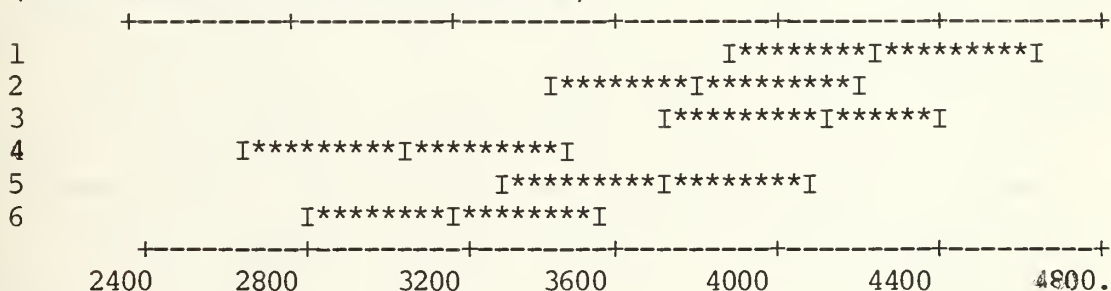


Figure 4.9. Period LTL Mean Plots from ANOVA Procedure

The ANOVA procedure for TL shipments produced an F statistic of 1.89 (with 5 and 25 degrees of freedom). This was compared to the table F statistic of 2.60 [Ref. 12:p. 752] with the same degrees of freedom which showed that the generated F statistic was greater than the table statistic. The hypothesis that the "means are equal" is again rejected. A plot of the means and confidence intervals for the TL shipments by period (See Figure 4.10) shows a slight increase in TL times over the three-year timeframe.

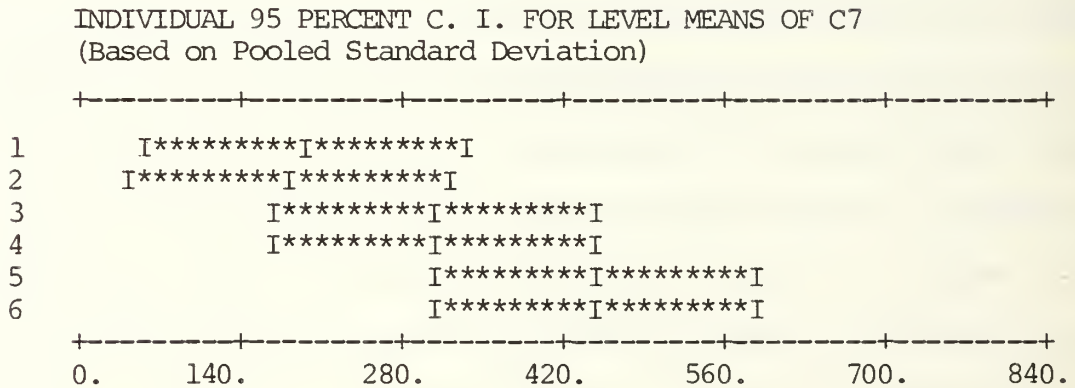


Figure 4.10. Period TL Mean Plots from ANOVA Procedure.

This transit time analysis, though limited, shows that Tracy transit times for LTL shipments declined over the three-year period, while the TL transit times showed a slight increase. These results indicate that the bulk of Tracy's shipments, numbering approximately 200,000 LTL shipments, saw an improvement in overall average delivery times. On the other hand, overall average transit times for TL shipments, comprising approximately 5,000 shipments (or about 2.5 percent of Tracy's volume) showed a slight decrease in

carrier responsiveness. Perhaps the increase in TL transit times is due to the depot's lack of specialization in truck-load freight--possibly based on the intermittent demand for large outbound shipments.

E. USING LINEAR REGRESSION TO PREDICT FUTURE RATES

Regression analysis of rate trends provides for approximations of minimums and maximums that may occur, and allows for the computation of approximate rates for either past, present, or future periods. However, when a second degree polynomial equation is used, as the time period gets farther away from the minimum or maximum point, the predicted rate becomes skewed because of the shape of the function (see Figure 4.2). If, however, a minimum can be determined, the data points occurring after the minimum can be used to fit a straight line through the points using a linear equation. A linear model gives a more reasonable prediction of future rates. As can be seen in Figure 4.2, as the rates for Tracy are predicted to period 10, the second degree polynomial equation reaches \$20.49, while the linear equation approximation is \$13.52--a more reasonable approximation.

Linear regression techniques would be useful as a depot begins to accumulate a guaranteed traffic history. For instance, the rates from Tracy's past agreements could be used as a means of predicting with a reasonable degree of accuracy what the approximate rates should be in the next agreement. Linear regression could also be used to check a

particular rate if MTMC feels that the submissions are high and additional negotiation is necessary.

V. CONCLUSIONS AND RECOMMENDATIONS

Analysis of the summary rate data for the six DLA depots indicates that there was a significant effect on rates during the three-year timeframe which appears to be caused by either deregulation or a combination of both deregulation and guaranteed traffic. In all but three instances, this effect can be shown to be a downward trend in the rate data. Where the effect of guaranteed traffic and deregulation were combined, the increase in rates occurring after the minimum point was reached was smaller than depots not having guaranteed traffic, or guaranteed traffic on a limited basis.

The overall effect of guaranteed traffic seems to be positive. It appears to stabilize depot rates, limit the overall increase in transportation costs, and increase carrier responsiveness for the bulk of depot shipments.

It is for this reason that guaranteed traffic should be instituted at all DLA depots. In a recent conversation with Mr. Nick Friedrich, DLA coordinator of guaranteed traffic, it was learned that this may become a reality in the near future [Ref. 13).



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
HEADQUARTERS
MILITARY TRAFFIC MANAGEMENT COMMAND
WASHINGTON, DC 20315

October 12, 1984

MT-INN-S

APPENDIX A. (DEFENSE DEPOT, TRACY, CA
GUARANTEED TRAFFIC SOLICITATION)

Dear Sir:

The Department of Defense is interested in allocating Government traffic requirements shown in Items 55 thru 67 of the attached Uniform Tender for a 12-month period starting December 3, 1984, from the Defense Depot Tracy, CA to various destinations. Service will be required 7 days per week. Each region may require up to 2 weekend pickups per week (See Item 48).

Carriers authorized to transport United States Government property under operating authority issued by the Interstate Commerce Commission pursuant to Ex Parte MC-107 or fitness-only proceedings of the Motor Carrier Act of 1980, are precluded from handling shipments of Class A & B explosives, radioactive materials, shipments of secret materials, and weapons and ammunition designated sensitive by the United States Government. Additionally, carriers holding fitness-only authority pursuant to the Motor Carrier Act of 1980 cannot handle any commodity designated as "hazardous" in the National Motor Freight Classification. As required, the Government will use other transportation resources to pick up, transport, and deliver those commodities which are restricted from being handled by these carriers.

For solicitation purposes, 13 regions have been established to include the destination states as shown below. State abbreviations are in accordance with the US Postal Service abbreviations:

- Item 55 - Northwest Region: WA, OR
- Item 56 - West Central Region: ID, UT, MT, WY, N.NV (including North Nevada counties of MINERAL, LYON, CHURCHILL, LANDER, EUREKA, WHITE PINE, PERSHING, WASHOE, STOREY, HUMBOLT, ELKO, DOUGLAS)
- Item 57 - Southwest Section: AZ, NM, S.NV (including South Nevada counties of ESMERALDA, NYE, LINCOLN, CLARK)
- Item 58 - Colorado Region: CO
- Item 59 - Texas Region: TX
- Item 60 - North Central Region: ND, SD, MN, WI, N.MI (Upper Penninsula)

Item 61 - Midwest Region: NE, KS, IA, MO, OK
Item 62 - Central Region: MI, IL, IN, OH, KY, WV
Item 63 - Southern Region: AR, LA, MS
Item 64 - New England Region: ME, VT, NH, MA, RI, CT
Item 65 - Northeast Region: NY, PA, NJ, DE, MD
Item 66 - East Central Region: VA, NC
Item 67 - Southeast Region: TN, SC, AL, GA, FL

These regions have been developed based on shipper's current distribution patterns to enhance on-time performance.

Carriers interested in this traffic are requested to complete Items 55 thru 67 of the attached tender by submitting a single factor rate for each minimum weight category for each state in Rate Items 55 thru 67. Carriers have the option of submitting rates for: (1) Less-than-Volume shipments (1-24,999 pounds) only; (2) Volume shipments (25,000 pounds and over) only; or (3) both Less-than-Volume and Volume shipments. Carriers may submit rates to any or all rate items. However, if a carrier tenders rates in any item, charges must be tendered to all states in that item. If a carrier does not complete all the minimum weight categories, under the option for which tender rates are being offered, to every state included in the region, the offer to that region will not be evaluated and will be deemed nonresponsive. For all shipments weighing less than 200 pounds, rates are to be stated as a flat charge in dollars and cents per shipment. Note, however, that this flat charge is not to be considered as a minimum charge. All other rates must be stated in cents per 100 pounds. Rates submitted must be in normal regression, i.e., lower rates for higher minimum weight categories. Carriers submitting rates higher than rates provided for lower minimum weight categories in the same rate group will be considered nonresponsive and the submission will not be evaluated.

Evaluations will be based on factors shown in each rate item. Rates offered on Less-than-Volume and Volume shipments will be considered separately. For example, if a carrier submits rates under the Less-than-Volume option, the sum of all the rates tendered to each destination state within a region will be deemed the overall cost. The sum of the overall cost to each state within a region will determine the lowest overall total cost for each rate item (Region). The same method will be used to determine the lowest overall total cost for Volume shipments for the same item. Rates submitted in Items 55 thru 67 will be evaluated on the basis of overall benefits to the Government, cost and other factors considered.

Each region covers a wide geographical area. Therefore, a breakdown of volume to destinations in each State, in each Region, has been developed for carrier information and is shown in Section 3 titled "Destination, Volume, and Routes." This information is based on historical data and shipments to other points within the states may be required (see Item 46). Note that the weights shown in Column B contain both Volume and Less-than-Volume weights and are included only for informational purposes. Additionally, carriers must complete Column C of Section 3 by identifying whether destinations will be

serviced direct or through a joint route. (See Items 68-80). When shipper requests primary carrier to provide stopoff service, stopoff points are not necessarily those points shown in Section 3.

In completing Section 3, carriers must only insert routes in the appropriate item for which rates were submitted in Section 2. For instance, if rates are submitted for the Southern Region in Rate Item 63, the carrier would only complete Item 76 in Section 3.

Where service is Direct, the abbreviation DCT is to be shown. Where service is Jointline, the name or Standard Carrier Alpha Code (SCAC) of all carriers participating in the route must be shown under Column C of Section 3. Carriers submitting joint tenders under the terms of this solicitation will be held responsible for actions of their underlying carriers in providing responsive service.

Responding carriers will be requested to furnish 27 foot and 40 foot straight floor closed vans and flatbeds. Substitution on sizes will be allowed on the vans and flatbeds. For example, two 27 foot closed vans may be substituted for one 40 foot closed van, conversely one 40 foot closed van may be substituted for one 27 foot closed van. The same substitutions will be allowed on the flatbeds. The flatbed request will approximate five per week, per region. Carriers tendering rates and charges must have the capability to furnish empty equipment within four hours of notification by the shipper.

THE EVALUATION FACTORS (SECTION 2 ITEMS 55 THROUGH 67) SHOWING ESTIMATED WEIGHT FOR EACH DESTINATION IN EACH MINIMUM WEIGHT CATEGORY, ARE THE BEST ESTIMATE OF SHIPMENT REQUIREMENTS AND DO NOT REPRESENT ANY COMMITMENT THAT TRAFFIC WILL AMOUNT TO THE ESTIMATES. FAILURE OF ESTIMATES TO MATERIALIZE, EITHER IN NUMBER OR WEIGHT CATEGORY, WILL NOT CONSTITUTE A BASIS FOR PRICE REVISION OR ADJUSTMENT.

Tendered rates and charges will be firm under the terms of this solicitation. This is not to be construed as a guarantee of any particular volume of freight traffic. However, the responsive, responsible carrier(s) providing the lowest overall cost to the Government will be offered freight as described herein and the tender enclosed, subject to an affirmative determination, by Headquarters, Military Traffic Management Command (MTMC) and the Defense Logistics Agency (DLA) as to the carriers ability to provide the required services and performance. If the low cost carrier is deemed incapable of meeting the requirements as provided herein, the available tonnage will be offered to the next lowest cost carrier. Carriers offering rates and service under the terms of this solicitation must be capable of providing the required service in all specified areas. Refusal to make movements when requested will be penalized by the Government in the form of removal of the carrier from further participation in the described traffic.

Carriers' unsatisfactory performance will be handled in the following manner: the first service failure will result in written notification of the failure from HQ MTMC, the second service failure will result in HQ MTMC immediately removing the carrier from this

movement. FURTHERMORE, IF A CARRIER WITH A RECORD OF UNSATISFACTORY SERVICE, CANCELS SERVICE, OR IS REMOVED FROM THIS SOLICITATION, THE CARRIER MAY BE REFERRED TO THE MTMC GENERAL FREIGHT BOARD FOR POSSIBLE DISQUALIFICATION FROM PARTICIPATING IN FUTURE DOD GUARANTEED TRAFFIC.

Separate primary and alternate selections will be made for the Less-than-Volume and Volume shipments for each region. Therefore, there may be up to 26 primary carriers and 26 alternate carriers selected under this solicitation. However, this does not preclude the same carrier being selected for one or more regions, nor does it preclude one carrier from being selected to handle both Volume and Less-than-Volume shipments to a region. Distribution will be made of the primary and first two alternate carrier's tenders. If the primary carrier is unable to meet any movement requirement, the Defense Depot Tracy will notify HQ MTMC in accordance with the procedures outlined in the above paragraph. After notification, the Defense Depot Tracy is authorized to go to the next distributed alternate carrier. Tenders of carriers not selected as the low cost carrier will be retained but not distributed and used only if the primary and distributed carriers cannot respond to any movement requirements. Such carrier(s) will be ranked as first alternate, second alternate, etc. for routing purposes.

The Government's actual requirements for transportation services under this solicitation will be allocated for the 12-month period to the responsive, responsible carrier whose offer conforms to the solicitation and will be most advantageous to the Government, cost and other factors considered. The Government reserves the right to reject any or all tendered charges and to waive informalities and minor irregularities in tendered charges. Further, the Government, at its option and in agreement with the selected carrier, may extend the effective period of the award for a length of time not to exceed six additional months.

If any tendered charges result in equally low total overall cost and are equal in all other respects, a drawing will be held to resolve the tie at a time and place to be designated by the Government.

The selected carrier will be required to verify that sufficient equipment and personnel will be available to provide responsive service to meet movement requirements before traffic is awarded. Carrier must satisfy the shipper that they have the required service capability available prior to implementation of traffic. The carrier must have the capability to provide pickup service and backup support in case of equipment breakdown or personnel failure to meet scheduled pick-up and delivery schedules. In other words, responding carriers should have the capability to make arrangements to furnish backup service and personnel if needed. In the event a carrier fails or is unwilling to substantiate the above, traffic will be awarded to the next lowest cost carrier that will provide the necessary documentation.

Once selected, the primary carrier will be expected to provide responsive, responsible service. The Government retains the right to immediately remove the primary carrier for failure to perform satisfactorily. Failure to perform in accordance with provisions in

the tender may result in immediate removal as primary carrier. If a primary carrier is removed for unsatisfactory service to any point, he may be removed from all points and regions and will not be returned to the routing for any point or region for the duration of the tender. Additionally, once a carrier submits an offer under the terms of this solicitation, and then decides to withdraw any part of that offer, his total offer may be withdrawn.

This solicitation and any selections made hereunder may be cancelled if a lower published tariff or tender rate or charge, with identical provisions, are found to exist that have been received in this Headquarters 30 days prior to the opening of the low tender under this solicitation. If for any reason the selected primary carrier is unable to perform or withdraws from the solicitation, the Government will select the alternate carrier to perform the required transportation, provided that the alternate's rates quoted under the solicitation are lower than any tariff or tender rate or charge, with identical provisions, on file 30 days prior to the need of the alternate carrier.

Interested carriers must insert charges in Items 55 thru 67, and complete Items 68 thru 80, where applicable. Additionally, carriers must complete Items 1A, 2A, 1B, 18 and 22. Submissions which deviate from the format in Items 55 thru 67 will not be evaluated. Item 2A should indicate the tender number only and Item 18, the operating authority where required by law. Carriers submitting a tender for the first time to this Headquarters should show Tender No. 1 in Item 2A, otherwise the next successive tender number should be shown. Carriers are requested to provide a point of contact and telephone number in the space indicated on the tender. Responding carriers must insure that any participating carrier(s) with whom arrangements have been made for a joint route, also sign Item 22 of the tender.

All responses must be in the exact format as presented. Additionally, carriers should carefully review all items specified in the tender. In submitting tenders, carriers are to insure that all provisions are carefully read and items are properly completed. DO NOT CHANGE OR ALTER any of the tender format provisions, nor make any statement in your transmittal letter which alters any of the tender provisions. To do so may render your submission nonresponsive. All submissions must include two signed copies of the tender(s) with Items 23 thru 54 attached. Carriers should submit only those Rate Items (55 thru 67) and Routes (Items 68 thru 80) in which rates are being offered, i.e., if a carrier is interested only in offering rates to Rate Items 55 and 56, then that carrier should include only those rate items and corresponding routes (Items 68 and 69) with the submission. Tenders which do not conform to the format and which cannot be evaluated will not be considered.

Carriers must mail or deliver tenders to the following address so as to be received in the room designated before 2 p.m. on November 13, 1984. An opening will be held in Room 621 at or after 2 p.m. on

November 13, 1984. If November 13, 1984, is declared a nonbusiness day, carriers must mail or deliver tenders so as to be received before 2 p.m. at the designated office the next business day. OFFERS RECEIVED AT AND AFTER 2 P.M. WILL BE RETURNED AND NOT CONSIDERED.

Headquarters, Military Traffic Management Command
Negotiations Division (Room 621)
ATTN: MT-INN-S (Mr. Messineo)
5611 Columbia Pike
Falls Church, Virginia 22041

(File: DDTC to 47 States)

Please be sure to include "File: DDTC to 47 States" on the outside of the envelope containing your response. To protect the integrity of your tendered charges, carriers are requested not to submit the tender to the Interstate Commerce Commission until after the tender opening.

Those offerors whose tenders have been evaluated on the basis of the most economical overall cost, and are responsive to this solicitation, will be subject to an affirmative determination of their responsibility as to a satisfactory record of performance and the capability to perform all requirements. Before an award(s) is made under this solicitation, those carriers evaluated on the basis of the most economical overall cost, price and other factors considered, will be required to provide substantial physical proof that sufficient equipment, personnel, and terminal facilities are available to meet movement requirements. In the event a carrier fails or is unwilling to substantiate the above, the primary carrier selection will be made to the next lowest cost carrier providing the necessary documentation. An investigation will be conducted by HQ, MTMC, DLA, and depot personnel of the carrier's facilities prior to a final selection under this solicitation. Confirmation of selections by letter will follow the investigation.

An abstract of offers will be posted in Room 621 at Headquarters, Military Traffic Management Command, Washington, D.C., after the evaluation. A copy of the abstract also will be available at Defense Depot Tracy.

Point of contact for questions concerning depot operations is Ms. Evelyn McClelland at (209) 467-9575. Points of contact at this Headquarters are Mr. Messineo or Mr. Piparato at (202) 756-1554.

Sincerely,

UNIFORM TENDER OF RATES AND/OR CHARGES FOR TRANSPORTATION SERVICES

1A. Issuing Carrier Bureau, Agency or Conference		2A. Tender No. ICC		2B. Supplement No.	
1B. Standard Carrier Alpha Code (SCAC)		2C. Cancellations		2D. Supplement Nos. that Contain All Changes	
3. Tended to: <input checked="" type="checkbox"/> U.S. Government <input type="checkbox"/> Other (specify)		4. Issue Date 12 Oct 84		5. Effective Date 3 Dec 84	
7. Movement Application <input checked="" type="checkbox"/> From-To <input type="checkbox"/> Between		8. Action Code (supplements only) <input type="checkbox"/> Addition <input type="checkbox"/> Deletion <input type="checkbox"/> Change		9. Carrier / Agent No. (if any)	
10. Freight Classification and Commodity Description					
10A. NMFC/UFC Item No. 999912		10B. Description of Articles (use blocks 16 and 17 for transportation services) Freight All Kinds except Classes A & B explosives, shipments of Classified materials, and weapons and ammunition which are designated sensitive by the U.S. Government.			
11A. Origin		(1) SPLC 875702		(2) Point Name, Country, and State Defense Depot Tracy, San Joaquin, California	
11B. Destination		1R0000 thru 8R0000		Points in the United States as described in Item 46 and Items 68 thru 80, herein.	
12. Load Application (check appropriate box(es)) <input type="checkbox"/> Load <input type="checkbox"/> Less Load <input checked="" type="checkbox"/> Any Quantity <input type="checkbox"/> Overflow Not Applicable					
13A. Rate or Charge See Items 55 through 67		13B. Minimum Weight(s) As shown in Items 55 through 67		14. Route (include Carrier Code (SCAC)) See Item 45	
16. Protective Services					
()	Service	Charge	()	Service	Charge
	AGS			PSS	
	CBS			PSS	
	DDPS		X	PSS	See Item 50
16. Governing Publications: This tender is self-contained and no other tenders or tariffs apply. Any services requested and not named will be negotiated by HQ, MTMC and the selected carrier.					
17A. Rate or Charge		17B. Description of Service and Governing Publication			
17. Accessorial Services See Items 25, 34, 35, and 50		See Items 23 through 54. Subject to all requirements stated in MT-INN-S letter dated: 12 OCT 1984			
18. Operating Authority (Note from 20A.)					Telephone No.
					Person to Contact

50260-01

OPTIONAL FORM 280 (3-80)
Prescribed by GSA FPMR (41 CFR) 101-40.306

19 COMBINATION RATES (Check appropriate box)

- ☐ The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions
- ☐ The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- ☐ The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

a. *Lawful Performance: Operating authorities*

The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.

b. *Charges and allowances*

See Items 23 through 54

c. *Payment*

Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U S Government Bill of Lading.

d. *References*

Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender

e. *Cancellation or amendment of tender*

This tender may be canceled or amended by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26

f. *Filing with regulatory bodies*

The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.

g. *Alterations and volume of traffic*

This tender shall not apply where charges for service provided under this tender exceed charges otherwise applicable for the same service. Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of Lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government". (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no _____. This may be confirmed by contacting the agency at _____."

22. Signature(s) of Party(ies) Representing Carrier(s)

Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

OPTIONAL FORM 280 BACK (3-80)

ITEM 22 Continuation Sheet

Signature(s) of Party(ies) Representing Carrier(s)

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

ITEM 22 Continuation Sheet

Signature(s) of Party(ies) Representing Carrier(s)

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

Participating Carrier: _____
By (Signature and Title of Authorized Officer or Agent) _____

Address _____

SECTION 1

SPECIAL RULES AND OTHER PROVISIONS

GOVERNING THE TENDER

(ITEMS 23-54)

SECTION 1

ITEM RULES AND OTHER PROVISIONS WHICH GOVERN THE TENDER

23 Responsive Service

- a. Carrier agrees to have sufficient equipment and personnel prior to the effective date of the tender in order to respond to movement requirements within four hours from time of request for service.
- b. Acceptable terminal requirements: Minimum features of an acceptable terminal will include: (1) a lock up area for signature service freight, (2) dock and floor space sufficient to handle volumes of freight covered in each geographic region for which the carrier has submitted rates, and (3) carrier is to have a distribution terminal within the regions awarded.
- c. Government reserves right not to make an award to low-cost carrier(s) if provisions under Paragraphs a and b are not met.
- d. The Government reserves the option to use the first alternate carrier in those circumstances when the prime carrier cannot provide equipment for a given day. Continuous refusal of the primary carrier to provide equipment for a given day will result in the removal of the primary carrier for the duration of the tender.

24 Application of Tendered Rate - Rule

- a. Except as otherwise provided, tendered rates and applicable minimum weights herein, but not less than the billed weight, which produces the lowest total charges on a particular shipment will be assessed.
- b. Rates tendered herein apply on Freight All Kinds (FAK) loaded in carrier equipment of the size and type specified by Defense Depot Tracy, CA.
- c. Rates tendered only apply on shipments subject to transit times stated herein.
- d. This tender only includes routine movement requirements and certain priority movements. Estimates shown in the rate items do not include high-priority shipments, air shipments, small parcel shipments, rail shipments (as stated in Item 44), highly perishable items, shipments that require special highway permits, or other expedited shipments.
- e. Shipper, by mutual agreement, may utilize primary carrier to any destination requiring priority service under exclusive use of vehicle provisions named in Item 34 when in the best interests of the Government, rates

and service considered. If primary carrier does not wish to provide exclusive use, alternate carrier(s) will be offered shipments under conditions above.

f. Carrier agrees that the shipper (DDTC) will designate the type of equipment needed to meet movement requirements and the carrier will comply. Carrier agrees to furnish flatbed equipment for pickup of steel and metal products, as requested by shipper. Failure of the carrier to furnish the equipment requested by the shipper will result in a record of unsatisfactory performance.

As a minimum, carriers are required to have both 27' and 40' flatbeds and vans. Substitution of larger flatbeds or vans for the requested 27' equipment will be allowed, however, no costing adjustment will be allowed.

When substitution occurs the provisions of Item 32 (Capacity Loads) will not apply.

g. Carrier agrees that on volume shipments when combination flatbed and van equipment is ordered that shipment will be delivered in combination equipment when requested by shipper.

h. If conflict occurs between provisions of this Item and provisions of Item 32, the weight/rate computation producing the lowest cost to the Government will be used.

25

Stop-Off in Transit for Partial Unloading

a. Carrier agrees to provide, at the rates herein, stopoff service for partial unloading at any points intermediate between origin and final destination, when stopoff points are within the region carrier is primary to, whether or not the point is shown in Section 3.

b. Charges shall be computed at the applicable rates and minimum weight categories to the final destination which produce the lowest charges on the combined weight of the shipment, but in no event less than the billing weight.

c. The charge for each stopoff for unloading, exclusive of origin and final destination will be \$40.00 per stopoff, not to exceed four stopoffs. This charge will be in addition to all other charges.

d. When mileage from origin to destination via intermediate stopoff point or points exceeds the direct mileage from origin to destination by 110%, the mileage exceeding 110% of the direct mileage will be assessed at a charge of \$1.18 per mile.

e. Mileage will be governed by Household Goods Carriers' Bureau Mileage Guide No. 12, ICC HGB 100-A and successive issues thereof.

f. When this rule is used, transit time will be increased by one day per intermediate stop.

Fixed Rates and Charges

Tendered rates and charges herein will be firm for the duration of this tender. This rule supercedes that part of Item 20 referring to tender amendments.

Nonalternation of Rates and Charges

- a. On shipments covered by this tender, the only charges for transportation shall be those that are stated herein and alternation with rates and charges for the transportation of such traffic in any other tender or tariff is not permissible.
 - b. Carrier agrees that rates or charges tendered herein will not exceed charges in effect on the issue date of the tender for the same service.
-

Accessorial Services

- a. Services not named as a requirement in this tender will be negotiated after award, as stated in Item 16. Should additional services be requested and negotiation efforts with primary carrier fail to produce a reasonable charge for such services, the Government retains the right to immediately negotiate with those designated as alternate carriers of this traffic. If such negotiated accessorial service charges, when combined with the alternate's base rate produce lower charges, the primary carrier will be removed and traffic will be routed via the low cost alternate.
 - b. If a carrier bills for any services other than the services shown in this tender, that carrier may be removed from the mailing list maintained at MTMC and may not receive any future guaranteed traffic solicitations. If additional services are required, carrier must follow procedures in Item 16.
-

Required Transit Time (RTT)

- a. Carrier agrees to meet less-than-volume and volume required transit times attendant to each destination.
 - b. For the purpose of this solicitation, 1 to 24,999 pounds will be considered a less than volume shipment. Transit time will apply as stated in solicitation, Section 2.
 - c. When exclusive use of vehicle is requested, transit time will be governed by the required delivery date shown on the GBL, not by the provisions of a or b above.
 - d. Failure to meet RTT constitutes unsatisfactory service.
-

Relocation and Placement of Equipment

- a. Carrier agrees that rates and charges herein include relocation of trailers between loading doors at different warehouses within DDTC.
 - b. Upon request of the shipper, carrier agrees to spot trailers at points designated by the Government for direct loading at no additional cost.
 - c. Shipper may at its option relocate or spot said trailers or vans within the physical limits of the installation by using Government tractors and personnel.
-

Aggregate Weight

- a. Carrier agrees that aggregate weight of all shipments to the same consignee tendered on the same day will be adjusted and billed at the applicable rate for total weight of these shipments. All succeeding bills of lading issued after the first GBL for a given destination will be annotated "Aggregate weight rule applies X-REF GBL _____."
 - b. Shipments which require exclusive use of vehicle will be subject to exclusive use provisions contained herein (Item 34).
-

Capacity Loads

When a vehicle is loaded to full visible capacity or loaded by the shipper in such a manner that any attempt to load additional cargo would damage material, charges will be based on the highest minimum weight category and lowest volume rate applicable to the billed destination. Volume rates are defined as rates applicable on 25,000 pounds and over. At the discretion of the Transportation Officer, DDTC, those shipments which weigh less than 25,000 pounds but which, in the opinion of the Transportation Officer, will fully load a vehicle, will be given to the carrier selected to handle the volume shipments and be billed at the 25,000 pound rate when a vehicle less than 40' is requested and at the 30,000 pound rate when a vehicle of 40' or greater is requested.

Proof of Delivery

- a. Carrier agrees to furnish proof of delivery (POD) to the DDTC Transportation Officer within two weeks of shipment delivery, at no additional cost.
- b. Shipments delayed due to adverse weather conditions, civil disturbance, strikes, or natural disaster must be annotated as such on the POD.

- c. POD must be annotated with the actual date delivered to the ultimate consignee or the date offered for delivery. Date tendered to the interline carrier is not acceptable.
 - d. Failure to comply with requirements to furnish PODs within two weeks of shipment delivery will result in removal of the primary carrier.
 - e. Where PODs are not immediately available, a facsimile or computerized printout with the delivery date annotated will be acceptable if such facsimile or computerized printout is declared to be a true statement of actual delivery date.
-

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Exclusive Use of Vehicle

- a. Upon request of the shipper and agreement by the carrier, carrier will furnish a vehicle assigned to and exclusively used by the shipper for transportation of shipment. Bill of Lading bearing a notation indicating that shipper requests exclusive use must be provided for each vehicle.
 - b. Shipments will be transported in the same vehicle from origin to destination without transfer of lading, except in cases of mechanical breakdown. Shipper, at own option, may apply seals to the vehicle with instructions that the equipment will remain sealed until delivery.
 - c. When exclusive use of vehicle is requested under this item, the applicable rate will be increased by 25%.
 - d. If carrier fails to meet the Required Delivery Date, the provisions of this item will not apply, and the applicable line-haul rate will be assessed.
 - e. Carrier agrees that failure to meet required delivery date(s) may result in removal as primary carrier.
-

35

Detention Time for Trailers Under Power

- a. Carrier agrees to arrive at the supply point loading door at times specified by the shipper. Normal arrival times will be between 7:30 a.m. and 4 p.m., seven days a week. Ninety-five percent of the loading occurs during normal business hours Monday-Friday. Carrier also agrees to furnish equipment after 4:00 p.m., if needed, at no additional cost.
- b. Carrier rates include the following time placement of equipment with power units subject to Notes 1,2,3.

Weight of Total LoadFree Time Allowed for Loading

Less than 10,000 lbs.	120 minutes
10,001 lbs. to 20,000 lbs.	180 minutes
20,001 lbs. to 30,000 lbs.	240 minutes
30,001 lbs. to 40,000 lbs.	300 minutes
Excess over 40,000 lbs.	30 minutes for each 5,000 lbs.

NOTE 1: Carrier agrees to allow an additional 60 minutes to the free time allowed above for preparation of documents.

NOTE 2: Loading time will consist of time required to load after trailer is positioned to load, as requested, at the designated loading door and ends when all freight consigned has been loaded in trailer and billed.

NOTE 3: Detention at origin shall consist of any time carrier's vehicle is required to be at loading location in excess of time allowances stated in Paragraph b above, plus the additional time as described in NOTE 1. Charges for detention will be billed and submitted separately and not included on the Government Bill of Lading. These bills will be properly certified for payment by DDTC, Transportation Division Office.

c. Detention time for delay of vehicle in excess of free time for loading and documentation specified above will be \$15.00 for the first 60 minutes, and \$7.50 per half hour or fraction thereof in excess of the first hour, excluding scheduled lunch breaks.

d. Detention at destination will be subject to the National Motor Freight Classification 100-K. Item 500 or 501 as applicable.

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Certification

Except for lawful discussions between this firm and other carriers or agents providing underlying transportation or equipment between points in this tender, I certify that:

(1) The rates in this submission have been arrived at independently without consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such rates with any other carriers or with any competitor; (2) Unless otherwise required by law, the rates in this submission have not been knowingly disclosed and will not knowingly be disclosed prior to the date set for submission of such rates, or changes thereto, directly or indirectly to any other carrier or to any other competitor; (3) No attempt has been made to induce any other person or firm to submit or not to submit rates for the purpose of restricting competition.

Unsatisfactory Service

- a. The Military Traffic Management Command reserves the right to immediately remove the primary carrier for the duration of the tender for unsatisfactory service. The first service failure will result in written notification of the failure from HQ, MTMC. The second service failure will result in HQ, MTMC immediately removing the carrier from this movement.
 - b. The selected carrier will be responsible for providing fully satisfactory service from origin to destination, whether by direct or jointline service.
-

Changing Mission Requirements

If supply mission requirements make it necessary for the Government to make distribution from another supply point, carrier will be furnished notice no less than 30 days in advance of such change.

Liability of Carrier

- a. Carrier agrees to assume full common carrier liability for shipments transported under terms and conditions stated herein at tendered rates, and only the released valuation shown for specific items in the National Motor Freight Classification Tariff 100-K, supplements thereto or re-issues thereof, apply. No other released valuation rules apply.
 - b. Shipments will normally be loaded by shipper, and transported under "Carrier Count." Carrier agrees to assist in loading at the shipper's request when necessary.
 - c. Shipments will normally be unloaded by consignee at destinations and stopoff points. Carrier agrees to assist in unloading at destination when requested.
 - d. Carrier agrees that tendered rates and charges include securing of loads and protection from the elements. Carrier will be responsible for the proper blocking, bracing, and placarding of those shipments which move in TOFC service.
 - e. Carrier agrees that when flatbed equipment is ordered by the shipper, rates and charges include carrier providing all necessary straps and/or chain tie-downs to properly secure the load.
-

Load Consolidation

When two or more less-than-volume shipments combined produce a lower charge when utilizing the volume rate and applicable minimum weight (including stopoff charge) than is produced by utilizing the less-than-volume rate and applicable minimum weight of the separate shipments, the combined shipments will be tendered to the designated primary volume carrier at the discretion of the Transportation Officer, DDTC.

Basis of Charges

- a. Shipments weighing less than 200 pounds will be subject to a flat charge in dollars and cents per shipment. This flat charge is not to be considered a minimum charge.
 - b. Rates for shipments weighing 200 pounds and over will be stated in cents per 100 pounds.
 - c. Weight Break Principal: If a higher declared weight at a lower rate results in a lower cost to the Government, then the lower rate at the higher declared weight will be used and will apply.
-

Commodity Application

Shipments will consist of Freight All Kinds, including hazardous material, but excluding Classes A & B explosives, shipments of classified materials, and weapons and ammunition which are designated sensitive by the US Government. Hazardous materials will be specifically described on the shipping document in accordance with 49 Code of Federal Regulations 172.201-204.

Heater Service

Carrier agrees to provide protection from the cold at rates and charges tendered herein when shipper states on the GBL that such protection is required. When requirement is not shown on the GBL, carrier will not be liable for loss or damage resulting from failure to provide such protection. GBL's annotated "Subject to damage by freezing" will indicate that protection from the cold is required.

Tonnages

- a. Tonnages stated herein are best estimates of motor tonnages and do not constitute a guarantee of volume. Moreover, figures exclude certain rail (non-TOFC) tonnages. For example, tonnages moving under rail transit provisions are not included in this solicitation. Further, the Government will continue to move by rail those tonnages that it finds are in the best interest of sound traffic management principles to move by rail, cost and service considered.
- b. Tonnages do not include parcel post and United Parcel Service shipments.
- c. Tonnages do not include highly perishable items or high priority shipments which require air expedited services.
-

Direct or Jointline Service

Carrier agrees to perform responsively to destinations in regions where selected as primary carrier. This can be accomplished by either direct or jointline service. Where jointline service is offered, carrier agrees to have participating carrier(s) sign Item 22 consistent with routings shown in Section 3 herein. Originating carrier accepts the responsibility for maintaining transit time when jointline service is involved.

Points Not Listed

Carrier agrees to accept shipments to any destination not listed herein in any region where selected as primary carrier at tendered rates and charges.

Hazardous Materials

If placarding is required by American Trucking Association, Inc. Agent, Transportation of Hazardous Materials Tariff ICC ATA-111-E; Code of Federal Regulation (CFR) 49; or BOE-6000B supplements thereto and revisions thereof, shippers will provide the placards and carrier will affix placards to equipment at no additional cost.

Charges for Services on Saturday, Sunday and Holidays

Charges tendered herein apply for service pickup seven days a week including holidays. (Normally 5% of the shipments will require Saturday, Sunday, or Holiday pickup). The term "Holiday" shall mean: New Year's Day,

Washington's Birthday, Memorial Day, Independence Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, and Christmas Day.

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Transportation Protective Measures

Shipments on which Signature and Tally Record (STR) or Rail Surveillance Service (RSS) is provided at shippers request will be subject to a charge per shipment in addition to all other rates and charges stated herein. Rail TOFC shipments require STR on the motor portion only. No special security service is required when shipments are moving on flatcars.

50

Signature and Tally Record Service (STR)

(1) Definition:

A service designed to provide continuous responsibility for the custody of shipments in transit, so named because a signature and tally record is required from each person responsible for the proper handling of the shipment at specified stages of its transit from origin to destination.

Each person responsible for the shipment whereon this service is requested will sign a written record of receipt while such shipment is in possession of the carrier or his agent, and carrier or his agent will secure signature for such written record or receipt from consignee or his agent.

(2) Annotation:

(A) Shipper or his agent must place and sign the following annotation of the Bill of Lading:

Signature and Tally Record Requested.

DATE _____ SIGNED _____ TITLE _____

(B) In the event special circumstances require telephone notice to consignor, GBL will be annotated: "Call consignor (commercial area code and telephone number) collect at any time of day from each point where signature and tally service are to be provided.

(3) Form Required:

DD Form 1907, Signature and Tally Record, provided by the shipper, will be used to obtain the signature and tally record.

- (A) When STR is requested by the shipper and the signature and tally record is furnished, carrier or his agent will require each person responsible for the shipment such as the terminal manager, pickup, delivery and road drivers, and dock foreman to personally sign the signature and tally record and will secure signature in the space provided on the form from the consignee or his agent on delivery.
 - (B) The initial signature on the DD Form 1907 should be the same as that of the carrier's agent on the Government Bill of Lading.
 - (C) In terminal areas, the vehicle containing the STR shipment must be under the control of the last person signing the DD Form 1907.
- (4) Carrier must be able to trace a shipment in less than 24 hours.
 - (5) Carrier or his agent will provide immediate telephonic notification to consignee if shipment cannot reach consignee within 24 hours of agreed on time of arrival.
 - (6) Basis of Charges:

In addition to all rates and charges for transportation, shipments on which a "Signature and Tally Record" is provided at shipper's request will be subject to a charge of \$ 30.00 per shipment per vehicle used.

51 Carrier Performance Self Evaluation

- a. Carriers performing under this solicitation will be required upon request, to submit to the DDTC Transportation Officer a self performance evaluation. As a minimum, this evaluation will cover the carrier's own evaluation of it's performance in the areas of transit time, Over, Short, and Damage claims, and timely pickup of material. Transit time self evaluation will be reviewed in conjunction with DDTC's evaluation in determining carriers overall performance.
- b. Failure to comply with the requirement to furnish the self performance evaluation upon request will result in removal of the carrier.

52 Flatbed Equipment Order

When flatbed equipment is ordered by Defense Depot Tracy, material must be delivered in flatbed equipment if required by Consignee.

Equipment Inspection

Carriers equipment is subject to inspection by the shipper at the time of placement for loading. Equipment found unsuitable for loading the material to be shipped will be rejected by the shipper. The rejection of carriers equipment will not relieve the carrier from meeting pickup and delivery requirements. Failure to meet pickup and/or delivery requirements constitutes unsatisfactory service under the terms of this solicitation.

Option to Extend

The Government, at its option and in agreement with the selected carrier, reserves the option to extend the effective period of the award for a length of time not to exceed six additional months.

SECTION 2

RATES AND CHARGES

(ITEMS 55-67)

Rates/charges named in this section will be subject to Items 23 through
54 of Section 1 of this tender

SECTION 2

RATES AND CHARGES

ITEM NO. 55-1

REGION: NORTHWEST

STATE: Washington

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	183,090		---	5	
200-499	313,750	----		5	
500-999	408,846	----		5	
1000-1999	749,377	----		5	
2000-4999	1,326,995	- -		5	
5000-9999	1,089,948	----		5	
10,000-14,999	1,270,707	----		5	
15,000-19,999	1,455,987	- -		5	
20,000-24,999	2,456,795	----		5	
25,000-29,999	2,413,329	-----			4
30,000 & Over	16,543,883	-----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 55-2		REGION: Northwest		STATE: Oregon	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	38,098		----	5	
200-499	52,716	----		5	
500-999	66,005	----		5	
1000-1999	91,811	----		5	
2000-4999	132,250	----		5	
5000-9999	108,254	----		5	
10,000 -14,999	61,715	----		5	
15,000 -19,999	15,218	----		5	
20,000 -24,999	42,499	----		5	
25,000 -29,999	25,000	-----			4
30,000 & Over	30,000	----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

SECTION 2

RATES AND CHARGES

STATE: Idaho

REGION: WEST CENTRAL

ITEM NO. 56-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	29,464		----	5	
200-499	54,626	----		5	
500-999	54,285	----		5	
1000-1999	101,852	----		5	
2000-4999	198,016	----		5	
5000 - 9999	126,281	----		5	
10,000 -14,999	167,049	----		5	
15,000 -19,999	173,340	----		5	
20,000 -24,999	221,265	-----		5	
25,000 -29,999	110,395	----			4
30,000 & Over	489,286	----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 56-2		REGION: WEST CENTRAL		STATE: Utah	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	47,448		-----	5	
200-499	90,875	-----		5	
500-999	143,262	-----		5	
1000-1999	190,404	-----		5	
2000-4999	453,616	-----		5	
5000-9999	248,543	-----		5	
10,000-14,999	506,639	-----		5	
15,000-19,999	510,435	-----		5	
20,000-24,999	290,090	-----		5	
25,000-29,999	411,952	-----			4
30,000 & Over	1,919,579	-----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

ITEM NO. 56-3

REGION: WEST CENTRAL

STATE: Montana

MINIMUM WT CATEGORIES IN POUNDS	EST. 'TOTAL WEIGHT' PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	28,848		----	8	
200-499	46,290	----		8	
500-999	56,841	----		8	
1000-1999	64,474	----		8	
2000-4999	120,465	----		8	
5000-9999	48,566	----		8	
10,000 -14,999	72,941	----		8	
15,000 -19,999	102,875	----		8	
20,000 -24,999	156,986	----		8	
25,000 -29,999	18,041	----			5
30,000 & Over	363,196	----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective MeasuresNOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Wyoming

REGION: WEST CENTRAL

ITEM NO. 56-4

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	8,515		----	7	
200-499	14,941	----		7	
500-999	20,692	----		7	
1000-1999	25,457	-----		7	
2000-4999	28,133	----		7	
5000-9999	9,666	----		7	
10,000-14,999	79,306	----		7	
15,000-19,999	80,709	-----		7	
20,000-24,999	182,179	----		7	
25,000-29,999	55,357	----			5
30,000 & Over	188,307	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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STATE: North Nevada

REGION: WEST CENTRAL

ITEM NO. 56-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	33,360		----	5	
200-499	120,000	----		5	
500-999	75,000	----		5	
1000-1999	75,000	----		5	
2000-4999	25,000	----		5	
5000-9999	50,000	----		5	
10,000-14,999	10,000	----		5	
15,000-19,999	15,000	----		5	
20,000-24,999	20,000	----		5	
25,000-29,999	25,000	----			4
30,000 & Over	30,000	-----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective MeasuresNOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: North Nevada

REGION: WEST CENTRAL

ITEM NO. 56-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	33,360		-----	5	
200-499	120,000	----		5	
500-999	75,000	----		5	
1000-1999	75,000	----		5	
2000-4999	25,000	----		5	
5000-9999	50,000	----		5	
10,000-14,999	10,000	----		5	
15,000-19,999	15,000	----		5	
20,000-24,999	20,000	----		5	
25,000-29,999	25,000	----			4
30,000 & Over	30,000	-----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective MeasuresNOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Arizona

REGION: SOUTHWEST

ITEM NO. 57-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	104,005		-----	5	
200-499	197,737	-----		5	
500-999	272,068	-----		5	
1000-1999	468,609	-----		5	
2000-4999	810,600	-----		5	
5000-9999	557,276	-----		5	
10,000-14,999	608,398	-----		5	
15,000-19,999	568,269	-----		5	
20,000-24,999	552,878	-----		5	
25,000-29,999	508,313	-----			4
30,000 & Over	1,207,728	-----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: New Mexico

REGION: SOUTHWEST

ITEM NO. 57-2

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	29,976		----	6	
200-499	63,724	----		6	
500-999	113,812	----		6	
1000-1999	202,586	-----		6	
2000-4999	251,246	----		6	
5000-9999	154,035	----		6	
10,000-14,999	57,484	----		6	
15,000-19,999	15,000	----		6	
20,000-24,999	40,880	----		6	
25,000-29,999	51,760	----			5
30,000 & Over	93,479	----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

ITEM NO. 57-3

REGION: SOUTHWEST

STATE: South Nevada

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	150,555		----	5	
200-499	270,000	----		5	
500-999	250,000	----		5	
1000-1999	175,000	----		5	
2000-4999	140,000	----		5	
5000-9999	105,500	----		5	
10,000-14,999	250,000	----		5	
15,000-19,999	225,000	----		5	
20,000-24,999	100,000	----		5	
25,000-29,999	25,000	----			4
30,000 & Over	60,000	----			4

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective MeasuresNOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Colorado

REGION: COLORADO

ITEM NO. 58-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	42,302		----	6	
200-499	95,008	----		6	
500-999	146,113	----		6	
1000-1999	189,224	----		6	
2000-4999	273,404	-----		6	
5000-9999	142,916	----		6	
10,000-14,999	180,857	----		6	
15,000-19,999	140,892	-----		6	
20,000-24,999	439,921	----		6	
25,000-29,999	498,814	-----			5
30,000 & Over	4,177,113	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Texas

REGION: TEXAS

ITEM NO. 59-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	122,163		-----	7	
200-499	188,788	-----		7	
500-999	287,593	-----		7	
1000-1999	389,424	-----		7	
2000-4999	608,727	-----		7	
5000-9999	365,427	-----		7	
10,000-14,999	83,056	-----		7	
15,000-19,999	121,586	-----		7	
20,000-24,999	91,406	-----		7	
25,000-29,999	108,853	-----			5
30,000 & Over	171,363	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: North Dakota

REGION: NORTH CENTRAL

ITEM NO. 60-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	16,330		----	9	
200-499	18,596	----		9	
500-999	21,968	----		9	
1000-1999	47,752	----		9	
2000-4999	35,568	----		9	
5000-9999	13,126	----		9	
10,000-14,999	10,000	----		9	
15,000-19,999	15,000	----		9	
20,000-24,999	20,000	----		9	
25,000-29,999	25,000	----			7
30,000 & Over	30,000	----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: South Dakota

REGION: NORTH CENTRAL

ITEM NO. 60-2

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	11,308		-----	9	
200-499	17,405	-----		9	
500-999	26,604	-----			
1000-1999	53,254	-----		9	
2000-4999	28,696	-----		9	
5000-9999	5,000	-----		9	
10,000-14,999	23,319	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Minnesota

REGION: NORTH CENTRAL

ITEM NO. 60-3

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	8,371		-----	9	
200-499	9,636	-----		9	
500-999	11,113	-----		9	
1000-1999	12,257	-----		9	
2000-4999	15,206	-----		9	
5000-9999	7,450	-----		9	
10,000-14,999	10,000	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	23,730	-----		9	
25,000-29,999	26,382	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 60-4		REGION: NORTH CENTRAL		STATE: Wisconsin	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	11,582		-----	9	
200-499	8,377	-----		9	
500-999	8,970	-----		9	
1000-1999	4,665	-----		9	
2000-4999	2,030	-----		9	
5000-9999	5,000	-----		9	
10,000-14,999	10,000	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

STATE: North Michigan

REGION: NORTH CENTRAL

ITEM NO. 60-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME (Upper Peninsula)	
				LESS-THAN-VOLUME	VOLUME
1-199	9,500		----	9	
200-499	2,500	-----		9	
500-999	1,500	-----		9	
1000-1999	2,000	-----		9	
2000-4999	2,000	-----		9	
5000-9999	5,000	-----		9	
10,000-14,999	10,000	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Nebraska

REGION: MIDWEST

ITEM NO. 61-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	7,577		-----	7	
200-499	15,122	-----		7	
500-999	12,484	-----		7	
1000-1999	10,498	-----		7	
2000-4999	22,475	-----		7	
5000-9999	5,000	-----		7	
10,000-14,999	10,000	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	20,000	-----		7	
25,000-29,999	25,000	-----			5
30,000 & Over	30,000	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 61-2		REGION: MIDWEST		STATE: Kansas	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	15,200		-----	7	
200-499	25,627	-----		7	
500-999	32,112	-----		7	
1000-1999	24,000	-----		7	
2000-4999	28,192	-----		7	
5000-9999	38,062	-----		7	
10,000-14,999	12,976	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	20,000	-----		7	
25,000-29,999	25,000	-----			5
30,000 & Over	13,360	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

STATE: Iowa

REGION: MIDWEST

ITEM NO. 61-3

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	5,004		-----	7	
200-499	10,622	-----		7	
500-999	5,108	-----		7	
1000-1999	11,947	-----		7	
2000-4999	7,552	-----		7	
5000-9999	16,700	-----		7	
10,000-14,999	10,000	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	20,000	-----		7	
25,000-29,999	25,000	-----			5
30,000 & Over	30,000	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment
 NOTE 2: Cents Per Hundred Pounds apply for all other weight categories
 NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures
 NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Missouri

REGION: MIDWEST

ITEM NO. 61-4

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	12,715		-----	7	
200-499	18,378	-----		7	
500-999	18,500	-----		7	
1000-1999	17,642	-----		7	
2000-4999	42,731	-----		7	
5000-9999	26,149	-----		7	
10,000-14,999	13,440	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	20,000	-----		7	
25,000-29,999	25,000	-----			5
30,000 & Over	30,000	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

STATE: Oklahoma

REGION: MIDWEST

ITEM NO. 61-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	30,656		-----	7	
200-499	52,260	-----		7	
500-999	76,688	-----		7	
1000-1999	101,951	-----		7	
2000-4999	137,766	-----		7	
5000-9999	139,090	-----		7	
10,000-14,999	84,168	-----		7	3
15,000-19,999	36,942	-----		7	3
20,000-24,999	85,376	-----		7	
25,000-29,999	57,962	-----			5
30,000 & Over	30,180	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment
 NOTE 2: Cents Per Hundred Pounds apply for all other weight categories
 NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures
 NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Michigan
(except Upper Peninsula)

REGION: CENTRAL

62-1

ITEM NO.	MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
					LESS-THAN-VOLUME	VOLUME
1-199		12,500		-----	8	
200-499		500	-----		8	
500-999		1,500	-----		8	
1000-1999		2,000	-----		8	
2000-4999		2,000	-----		8	
5000-9999		5,000	-----		8	
10,000-14,999		10,000	-----		8	
15,000-19,999		15,000	-----		8	
20,000-24,999		20,000	-----		8	
25,000-29,999		25,000	-----		8	6
30,000 & Over		30,000	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Illinois

ITEM NO. 62-2

REGION: CENTRAL

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	22,785		-----	8	
200-499	36,825	-----		8	
500-999	35,642	-----		8	
1000-1999	31,222	-----		8	
2000-4999	33,324	-----		8	
5000-9999	52,513	-----		8	
10,000-14,999	25,378	-----		8	
15,000-19,999	34,090	-----		8	
20,000-24,999	43,589	-----		8	
25,000-29,999	50,848	-----			6
30,000 & Over	137,310	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

STATE: Indiana

REGION: CENTRAL

ITEM NO. 62-3

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	9,500		-----	8	
200-499	8,000	-----		8	
500-999	9,555	-----		8	
1000-1999	9,684	-----		8	
2000-4999	18,575	-----		8	
5000-9999	5,000	-----		8	
10,000-14,999	10,000	-----		8	
15,000--19,999	15,000	-----		8	
20,000-24,999	20,000	-----		8	
25,000 -29,999	25,000	-----		8	6
30,000 & Over	30,000	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Ohio

REGION: CENTRAL

ITEM NO. 62-4

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	17,847		-----	8	
200-499	28,703	-----		8	
500-999	23,865	-----		8	
1000-1999	31,515	-----		8	
2000-4999	27,834	-----		8	
5000-9999	5,649	-----		8	
10,000 -14,999	10,000	-----		8	
15,000 -19,999	15,000	-----		8	
20,000 -24,999	20,000	-----		8	
25,000 -29,999	25,000	-----		8	6
30,000 & Over	30,000	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Kentucky

REGION: CENTRAL

ITEM NO. 62-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	17,697		-----	8	
200-499	24,520	-----		8	
500-999	37,104	-----		8	
1000-1999	38,500	-----		8	
2000-4999	51,250	-----		8	
5000-9999	33,170	-----		8	
10,000-14,999	10,000	-----		8	
15,000-19,999	15,000	-----		8	
20,000-24,999	20,000	-----		8	
25,000-29,999	25,000	-----			6
30,000 & Over	115,184	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment.

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories.

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures.

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures.

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SECTION 2

RATES AND CHARGES

STATE: West Virginia

REGION: CENTRAL

ITEM NO. 62-6

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	4,268		-----	8	
200-499	3,001	-----		8	
500-999	3,335	-----		8	
1000-1999	2,747	-----		8	
2000-4999	3,302	-----		8	
5000-9999	5,923	-----		8	
10,000-14,999	10,000	-----		8	
15,000-19,999	15,000	-----		8	
20,000-24,999	20,000	-----		8	
25,000-29,999	25,000	-----		8	6
30,000 & Over	30,000	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 63-1

REGION: SOUTHERN

STATE: Arkansas

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	15,353		-----	7	
200-499	18,659	-----		7	
500-999	15,534	-----		7	
1000-1999	35,081	-----		7	
2000-4999	7,646	-----		7	
5000-9999	7,680	-----		7	
10,000-14,999	10,000	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	20,000	-----		7	
25,000-29,999	25,000	-----			5
30,000 & Over		-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 63-2

REGION: SOUTHERN

STATE: Louisiana

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	24,750		----	7	
200-499	37,244	-----		7	
500-999	70,586	-----		7	
1000-1999	77,440	-----		7	
2000-4999	80,921	-----		7	
5000-9999	43,547	-----		7	
10,000-14,999	44,412	-----		7	
15,000-19,999	15,000	-----		7	
20,000-24,999	64,480	-----		7	
25,000-29,999	192,490	-----			5
30,000 & over	30,000	-----			5

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 63-3

REGION: SOUTHERN

STATE: Mississippi

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	21,464		-----	8	
200-499	31,175	-----		8	
500-999	37,546	-----		8	
1000-1999	17,797	-----		8	
2000-4999	31,873	-----		8	
5000-9999	12,291	-----		8	
10,000-14,999	10,000	-----		8	
15,000-19,999	15,000	-----		8	
20,000-24,999	24,935	-----		8	
25,000-29,999	26,720	-----			6
30,000 & Over	30,000	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Maine

REGION: NEW ENGLAND

ITEM NO. 64-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	13,791		-----	10	
200-499	17,291	-----		10	
500-999	15,064	-----		10	
1000-1999	15,638	-----		10	
2000-4999	44,261	-----		10	
5000-9999	16,659	-----		10	
10,000-14,999	20,984	-----		10	
15,000-19,999	15,000	-----		10	
20,000-24,999	20,000	-----		10	
25,000-29,999	25,000	-----			7
30,000 & Over	90,565	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: Vermont

REGION: NEW ENGLAND

ITEM NO. 64-2

MINIMUM WT CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	1,604		-----	10	
200-499	945	-----		10	
500-999	1,434	-----		10	
1000-1999	1,000	-----		10	
2000-4999	2,000	-----		10	
5000-9999	5,000	-----		10	
10,000-14,999	10,000	-----			7
15,000-19,999	15,000	-----			7
20,000-24,999	20,000	-----			7
25,000-29,999	25,000	-----			7
30,000-34,999	30,000	-----			7

ITEM 64-2: Rates and charges in weight category from 1-199 pounds are stated in dollars and cents per shipment. Rates and charges in weight category from 100-199 pounds are stated in cents per hundred pounds for all other weight categories.

ITEM 64-3: Rates and charges in weight category from 1-199 pounds are stated in dollars and cents per shipment. Rates and charges in weight category from 100-199 pounds are stated in cents per hundred pounds for all other weight categories.

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SECTION 2

RATES AND CHARGES

ITEM NO. 64-3

REGION: NEW ENGLAND

STATE: New Hampshire

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	5,114		-----	10	
200-499	3,484	-----		10	
500-999	8,775	-----		10	
1000-1999	11,441	-----		10	
2000-4999	7,609	-----		10	
5000-9999	5,000	-----		10	
10,000-14,999	10,000	-----		10	
15,000-19,999	15,000	-----		10	
20,000-24,999	20,000	-----		10	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 64-4		REGION: NEW ENGLAND		STATE: Massachusetts	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	15,110		-----	10	
200-499	13,056	-----		10	
500-999	12,791	-----		10	
1000-1999	6,119	-----		10	
2000-4999	12,614	-----		10	
5000-9999	16,128	-----		10	
10,000-14,999	24,842	-----		10	
15,000-19,999	15,000	-----		10	
20,000-24,999	20,000	-----		10	
25,000-29,999	25,000	-----			7
30,000 & Over	71,945	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

STATE: Rhode Island

REGION: NEW ENGLAND

64-5

ITEM NO.	MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
					LESS-THAN-VOLUME	VOLUME
	1-199	8,571		-----	10	
	200-499	9,413	-----		10	
	500-999	16,461	-----		10	
	1000-1999	17,054	-----		10	
	2000-4999	34,400	-----		10	
	5000-9999	13,287	-----		10	
	10,000-14,999	10,000	-----		10	
	15,000-19,999	15,000	-----		10	
	20,000-24,999	20,000	-----		10	
	25,000-29,999	25,000	-----			7
	30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 64-6		REGION: NEW ENGLAND		STATE: Connecticut	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	8,924		-----	10	
200-499	11,136	-----		10	
500-999	14,780	-----		10	
1000-1999	21,037	-----		10	
2000-4999	13,252	-----		10	
5000-9999	8,128	-----		10	
10,000-14,999	10,000	-----		10	
15,000-19,999	18,495	-----		10	
20,000-24,999	20,000	-----		10	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Rates Per Hundred Pounds apply for all other weight categories

NOTE 3: Rates for Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Rates for Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

STATE: New York

REGION: NORTHEAST

ITEM NO. 65-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	36,735		-----	9	
200-499	41,719	-----		9	
500-999	54,660	-----		9	
1000-1999	65,930	-----		9	
2000-4999	73,911	-----		9	
5000-9999	34,790	-----		9	
10,000-14,999	48,648	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	22,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 65-2		REGION: NORTHEAST		STATE: Pennsylvania	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	44,392		-----	9	
200-499	67,950	-----		9	
500-999	115,258	-----		9	
1000-1999	204,675	-----		9	
2000-4999	437,335	-----		9	
5000-9999	317,894	-----		9	
10,000-14,999	352,773	-----		9	
15,000-19,999	187,672	-----		9	
20,000-24,999	215,381	-----		9	
25,000-29,999	109,140	-----			7
30,000 & Over	404,835	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective MeasuresNOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

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SECTION 2

RATES AND CHARGES

ITEM NO. 65-3

REGION: NORTHEAST

STATE: New Jersey

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	19,703		-----	9	
200-499	29,472	-----		9	
500-999	25,676	-----		9	
1000-1999	54,536	-----		9	
2000-4999	66,949	-----		9	
5000-9999	28,969	-----		9	
10,000-14,999	11,850	-----		9	
15,000-19,999	17,087	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

3

1

SECTION 2

RATES AND CHARGES

STATE: Delaware

REGION: NORTHEAST

ITEM NO. 65-4

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	6,135		-----	9	
200-499	9,501	-----		9	
500-999	5,777	-----		9	
1000-1999	6,860	-----		9	
2000-4999	13,562	-----		9	
5000-9999	20,768	-----		9	
10,000-14,999	10,000	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

3
1

SECTION 2

RATES AND CHARGES

ITEM NO.	65-5	REGION: NORTHEAST		STATE: Maryland (Includes Washington DC)	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	33,871		-----	9	
200-499	50,991	-----		9	
500-999	57,372	-----		9	
1000-1999	79,818	-----		9	
2000-4999	62,951	-----		9	
5000-9999	67,623	-----		9	
10,000-14,999	20,694	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----		9	7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

5	1
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SECTION 2

RATES AND CHARGES

STATE: Virginia

REGION: EAST CENTRAL

ITEM NO. 66-1

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME LESS-THAN-VOLUME	VOLUME
1-199	67,520	-----	-----	9	
200-499	108,477	-----		9	
500-999	155,882	-----		9	
1000-1999	198,279	-----		9	
2000-4999	295,093	-----		9	
5000-9999	186,671	-----		9	
10,000-14,999	100,866	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	113,408	-----		9	
25,000-29,999	27,090	-----			7
30,000 & Over	496,347	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

5

1

SECTION 2

RATES AND CHARGES

STATE: North Carolina

REGION: EAST CENTRAL

ITEM NO. 66-2

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	37,306		-----	9	
200-499	50,366	-----		9	
500-999	87,562	-----		9	
1000-1999	85,149	-----		9	
2000-4999	178,141	-----		9	
5000-9999	112,646	-----		9	
10,000-14,999	21,810	-----		9	
15,000-19,999	15,000	-----		9	
20,000-24,999	45,110	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	221,710	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

SECTION 2

RATES AND CHARGES

ITEM NO. 67-1		REGION: SOUTHEAST		STATE: Tennessee	
MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	11,475		-----	8	
200-499	8,615	-----		8	
500-999	11,390	-----		8	
1000-1999	16,330	-----		8	
2000-4999	22,934	-----		8	
5000-9999	36,010	-----		8	
10,000-14,999	34,521	-----		8	
15,000-19,999	17,699	-----		8	
20,000-24,999	47,643	-----		8	
25,000-29,999	26,397	-----			6
30,000 & Over	330,580	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

16
1

SECTION 2

RATES AND CHARGES

STATE: South Carolina

REGION: SOUTHEAST

ITEM NO. 67-2

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	35,568		-----	9	
200-499	60,298	-----		9	
500-999	84,523	-----		9	
1000-1999	142,282	-----		9	
2000-4999	164,908	-----		9	
5000-9999	72,163	-----		9	
10,000-14,999	39,785	-----		9	
15,000-19,999	84,358	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	25,000	-----			7
30,000 & Over	30,000	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

3

STATE: Alabama

REGION: SOUTHEAST

ITEM NO. 67-3

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	37,218		-----	8	
200-499	39,837	-----		8	
500-999	51,082	-----		8	
1000-1999	65,947	-----		8	
2000-4999	57,636	-----		8	
5000-9999	35,012	-----		8	
10,000-14,999	17,640	-----		8	
15,000-19,999	22,984	-----		8	
20,000-24,999	20,000	-----		8	
25,000-29,999	25,000	-----			6
30,000 & Over	13,360	-----			6

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

3

1

SECTION 2

RATES AND CHARGES

ITEM NO. 67-4

REGION: SOUTHEAST

STATE: Georgia

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	41,378		----	9	
200-499	67,087	-----		9	
500-999	104,093	-----		9	
1000-1999	176,485	-----		9	
2000-4999	241,427	-----		9	
5000-9999	153,675	-----		9	
10,000-14,999	105,955	-----		9	
15,000-19,999	15,048	-----		9	
20,000-24,999	67,008	-----		9	
25,000-29,999	26,419	-----			7
30,000 & Over	393,311	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

6

1

SECTION 2

RATES AND CHARGES

STATE: Florida

REGION: SOUTHEAST

ITEM NO. 67-5

MINIMUM WT. CATEGORIES IN POUNDS	EST. TOTAL WEIGHT PER CATEGORY	CHARGE PER SHIPMENT IN DOLLARS & CENTS	RATE (IN CENTS PER HUNDRED POUNDS)	REQUIRED TRANSIT TIME	
				LESS-THAN-VOLUME	VOLUME
1-199	66,934		-----	9	
200-499	101,383	-----		9	
500-999	121,920	-----		9	
1000-1999	127,714	-----		9	
2000-4999	141,945	-----		9	
5000-9999	86,754	-----		9	
10,000-14,999	28,502	-----		9	
15,000-19,999	48,700	-----		9	
20,000-24,999	20,000	-----		9	
25,000-29,999	27,470	-----			7
30,000 & Over	128,925	-----			7

NOTE 1: Shipments in weight category from 1-199 pounds are stated in dollars and cents per shipment

NOTE 2: Cents Per Hundred Pounds apply for all other weight categories

NOTE 3: Estimated No. of Less-Than-Volume shipments requiring Transportation Protective Measures

NOTE 4: Estimated No. of Volume shipments requiring Transportation Protective Measures

	7	
	1	

SLCTION 3

DESTINATION, VOLUME AND ROUTES

(ITEMS 68 - 80)

NORTHWEST _____ Region (See Item 46)

Rates and charges tendered in Item 55-1 series include, but are not limited to, the following destinations:

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 55-2 series include, but are not limited to, the following destinations:

⑤

[illegible]

WEST CENTRAL
Region (See Item 46)

Item No. 69-1 Rates and charges tendered in Item 56-1 series include, but are not limited to, the following destinations:

[illegible]

WEST' CENTRAL _____ Region (See Item 46)

Rates and charges tendered in Item 56-2 series include, but are not limited to, the following destinations:

(A)	(B)	(C)
DESTINATION	WEIGHT (LBS.)	ROUTE (Show Direct or Name of Jointline Carrier(s))
UTAH		
Ogden	118,500	
Hill AFB	3,225,250	
Salt Lake City	102,500	
Murray	1,650	
Riverton	5,480	
W. Jordan	9,520	
American Fork	1,440	
Springville	2,560	
Tooele AD. Warren	1,050,000	
Dugway PG	106,000	
TOTAL:	4,812,843	

Region (See Item 46)

Rates and charges tendered in Item 56-3 series include, but are not limited to, the following destinations:

152

WEST CENTRAL _____ Region (See Item 46)

Rates and charges tendered in Item 56-4 series include, but are not limited to, the following destinations:

(B)

(c)

[illegible]

WEST CENTRAL _____
Region (See Item 46)

Rates and charges tendered in Item 56-5 series include, but are not limited to, the following destinations:

154

Region (See Item 46)

Rates and charges tendered in Item 57-1 series include, but are not limited to, the following destinations:

TOTAL: 5,855,881

SOUTHWEST

Region (See Item 46)

Rates and charges tendered in Item 57-2 series include, but are not limited to, the following destinations:

(B)

(5)

DESTINATION	WEIGHT (LBS)	ROUTE (Show Direct or Name of Jointline Carrier(s))
NEW MEXICO		
Carlsbad	1,650	
Roswell	156,950	
Santa Fe	11,400	
Holloman AFB	236,500	
Las Cruces	225,120	
McCune	5,040	
Deming	1,308	
Cannon AFB	190,500	
Kirtland AFB	210,900	
Albuquerque	5,892	
White Sands	21,500	
TOTAL:	1,073,982	

Region (See Item 46)

Rates and charges tendered in Item 57-3 series include, but are not limited to, the following destinations:

157

Region (See Item 46)

Rates and charges tendered in Item 58-1 series include, but are not limited to, the following destinations:

(5)

158

SECTION 3

TEXAS

Region (See Item 46)

Item No. 72-1

Rates and charges tendered in Item 59-1 series include,
but are not limited to, the following destinations:

(A)

(B)

(C)

DESTINATION	WEIGHT (LBS)	ROUTE (Show Direct or Name of Jointline Carrier(s))
TEXAS		
Corpus Christi	84,200	
Kingsville	35,500	
McAllen	2,555	
Goodfellow AFB	10,500	
Laughlin AFB	12,900	
Ft. Bliss	621,500	
Beaumont	1,550	
Houston	12,500	
Abilene	3,500	
Ellington AFB	10,950	
Johnson City	9,500	
Lubbock	10,250	
Texarkana	5,400	
Red River AD, Defense	285,500	
Greenville	12,000	
Sheppard AFB	76,500	
Grand Prairie	12,500	
Dallas	52,450	
Carswell AFB	89,500	
Ft. Worth	17,500	
North Fort Hood	255,500	
Reese AFB	4,945	
Dyess AFB	4,812	
Huntsville	425	
Austin	21,500	
Bergstrom AFB	75,400	
Galveston	4,500	
Randolph AFB	36,204	
Ft. Sam Houston	335,000	
Brooks AFB	16,500	
San Antonio	28,500	
Kelly AFB	165,900	
(Cont'd)		TOTAL:

TEXAS _____ Region (See Item 46)

Item No. 72-1 (con't)

[illegible]

NORTH CENTRAL _____ Region (See Item 46)

Rates and charges tendered in Item 60-1 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 60-2 series include, but are not limited to, the following destinations:

(c)

DESTINATION	WEIGHT (LBS)	ROUTE (Show Direct or Name of Jointline Carrier(s))
SOUTH DAKOTA		
Rapid City	10,400	
Aberdeen	560	
Ellsworth AFB	120,200	
Sioaux Falls	98,500	
Mitchell	1,150	
TOTAL:	255,586	

Region (See Item 46)

Rates and charges tendered in Item 60-3 series include, but are not limited to, the following destinations:

(5)

163

NORTH CENTRAL
Region (See Item 46)

Rates and charges tendered in Item 60-4 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 60-5 series include, but are not limited to, the following destinations:

(c)

165

MIDWEST

Region (See Item 46)

Rates and charges tendered in Item 61-1 series include, but are not limited to, the following destinations:

(५)

(5)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 61-2 series include, but are not limited to, the following destinations:

167

MIDWEST

Region (See Item 46)

Rates and charges tendered in Item 61-3 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 61-4 series include, but are not limited to, the following destinations:

(5)

[illegible]

MIDWEST

Region (See Item 46)

Rates and charges tendered in Item 61-5 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 62-1 series include,
but are not limited to, the following destinations:

(5)

171

CENTRAL

Region (See Item 46)

Rates and charges tendered in Item 62-2 series include, but are not limited to, the following destinations:

(B)

(5)

DESTINATION	WEIGHT (LBS)	ROUTE (Show Direct or Name of Jointline Carrier(s))
ILLINOIS		
Belleville	10,500	
Hines	5,700	
Chicago	6,836	
Glenview	18,900	
Great Lakes	77,400	
Ft. Sheridan	15,300	
Rock Island	109,800	
Chamute AFB	81,840	
Peoria	14,700	
Springfield	22,164	
Scott AFB	58,200	
Aurora	17,808	
TOTAL:	503,526	

CENTRAL

Region (See Item 46)

Rates and charges tendered in Item 62-3 series include,
but are not limited to, the following destinations:

(R)

(c)

[illegible]

Region (See Item 46)

Item No. 75-4

(5)

174

CENTRAL

Region (See Item 46)

Rates and charges tendered in Item 62-5 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

CENTRAL

Region (See Item 46)

Rates and charges tendered in Item 62-6 series include, but are not limited to, the following destinations:

Item No. 75-6

(B)

(5)

[illegible]

SOUTHERN

Region (See Item 46)

Rates and charges tendered in Item 63-1 series include,
but are not limited to, the following destinations:

(B)

(c)

[illegible]

SOUTHERN

Region (See Item 46)

Rates and charges tendered in Item 63-2 series include, but are not limited to, the following destinations:

(B)

(c)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 63-3 series include, but are not limited to, the following destinations:

(5)

179

Region (See Item 46)

Item No. 77-1

180

NEW ENGLAND
Region (See Item46)

Rates and charges tendered in Item 64-2 series include, but are not limited to, the following destinations:

(5)

[illegible]

NEW ENGLAND

Region (See Item 46)

Rates and charges tendered in Item 64-3 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

NEW ENGLAND

Region (See Item 46)

Rates and charges tendered in Item 64-4 series include, but are not limited to, the following destinations:

[illegible]

NEW ENGLAND

Region (See Item 46)

Item No. 77-5 Rates and charges tendered in Item 64-5 series include, but are not limited to, the following destinations:

[illegible]

NEW ENGLAND

Region (See Item 46)

Rates and charges tendered in Item 64-6 series include, but are not limited to, the following destinations:

(B)

(c)

185

NORTHEAST

Region (See Item 46)

Rates and charges tendered in Item 65-1 series include, but are not limited to, the following destinations:

(B)

(5)

186

NORTHEAST

Region (See Item 46)

Rates and charges tendered in Item 65-2 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

NORTHEAST

Region (See Item 46)

Rates and charges tendered in Item 65-3 series include, but are not limited to, the following destinations:

Item No. 78-3

(B)

(c)

[illegible]

Region (See Item 46)

Rates and charges tendered in Item 65-4 series include, but are not limited to, the following destinations:

189

Region (See Item 46)

Rates and charges rendered in Item 65-5 series include, but are not limited to, the following destinations:

(5)

190

EAST-CENTRAL.....Region (See Item 46)

Rates and charges tendered in item 66-1 series include, but are not limited to, the following destinations:

(R)

(5)

DESTINATION	WEIGHT (LBS)	ROUTE: (Show Direct or Name of Jointline Carrier(s))
VIRGINIA		
Portsmouth	580,250	
Virginia Beach	21,505	
Ft. Storey	3,360	
Ft. Lee	32,500	
Ft. Pickett	840	
Roanoke	72	
Newport News	19,200	
Little Creek	3,360	
Richmond	5,040	
Springfield	372	
Arlington	1,812	
Ft. Belvoir	19,800	
Quantico	5,040	
Warrenton	2,220	
Ft. Eustis	21,500	
Cameron Station	13,440	
Langley AFB	52,300	
Ft. Monroe	168	
Norfolk	795,200	
Yorktown	44,772	
TOTAL:	1,749,633	

FAST CENTRAL

Region (See Item 46)

Item No. 79-2 Rates and charges tendered in Item 66-2 series include, but are not limited to, the following destinations:

192

SOUTHEAST

Region (See Item 46)

Rates and charges tendered in Item 67-1 series include, but are not limited to, the following destinations:

193

Region (See Item 46)

Item No. 80-2

Rates and charges tendered in item 67-2 series include, but are not limited to, the following destinations:

(B)

9

194

SOUTHEAST

Region (See Item 46)

Rates and charges tendered in Item 67-3 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

SOUTHEAST Region (See Item 46)

(A) (B) (C)

196

SOUTHEAST

Region (See Item 46)

Rates and charges tendered in Item 67-5 series include, but are not limited to, the following destinations:

(B)

(5)

[illegible]

APPENDIX B. (DEPOT SUMMARY REPORTS)

COLUMBUS, OH

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 #SHPIS/AVG RATE	PERIOD 2 #SHPIS/AVG RATE	PERIOD 3 #SHPIS/AVG RATE	PERIOD 4 #SHPIS/AVG RATE	PERIOD 5 #SHPIS/AVG RATE	PERIOD 6 #SHPIS/AVG RATE
0 - 199	6,209	10,006	39,57	12,824	39,70	12,551
200 - 499	2,194	3,367	18,51	4,292	16,56	4,408
500 - 999	1,377	2,028	15,22	2,486	13,89	2,575
1,000 - 1,999	971	1,376	12,65	1,792	11,00	1,736
2,000 - 4,999	703	941	10,10	1,201	8,79	1,282
5,000 - 10,000	248	321	6,86	372	6,55	457
LTL TOTALS	11,702	18,039	13,88	22,967	12,85	23,009
10,001 - 14,999	78	145	4,86	175	4,55	158
15,000 - 19,999	85	92	3,27	137	3,31	110
20,000 - 24,999	43	50	4,12	86	2,31	84
25,000 - 29,999	32	31	2,85	38	2,96	45
30,000 - 34,999	15	16	2,55	23	2,91	53
35,000 - 39,999	8	8	5,13	5	1,44	47
40,000 - 100,000	9	19	2,29	9	1,49	19
TL TOTALS	270	361	3,67	523	2,89	516
GRAND TOTALS	11,972	18,400	9,68	23,490	8,28	23,525
LESS THAN TRUCKLOAD	6.30	4.90	5.17	5.07	5.98	6.05
TRUCKLOAD	4.30	2.79	2.16	3.25	3.22	2.12
TRANSPORTATION MODE TOTALS						
VAN, AIR RIDE			8			
VAN, OPEN TOP			2			
VAN, CLOSED			3,296			
GENERAL			107,597			
TOTAL			110,903			
SHIPPED VIA AMTRAK			0			
						* INDEX ADJUSTED *

MECHANICSBURG, PA

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 #SHPIS/AVG RATE	PERIOD 2 #SHPIS/AVG RATE	PERIOD 3 #SHPIS/AVG RATE	PERIOD 4 #SHPIS/AVG RATE	PERIOD 5 #SHPIS/AVG RATE	PERIOD 6 #SHPIS/AVG RATE
0 - 199	12,543	43,73	13,620	43,57	17,799	48,36
200 - 499	3,786	17,25	4,550	15,18	6,121	15,58
500 - 999	2,642	14,32	3,279	13,17	4,317	12,57
1,000 - 1,999	2,443	10,73	2,873	10,20	3,814	9,77
2,000 - 4,999	1,871	8,66	2,264	8,34	2,882	8,16
5,000 - 10,000	777	6,48	885	6,54	1,078	6,45
LTL TOTALS	24,082	11,21	27,471	10,79	35,759	11,22
10,001 - 14,999	335	5,46	273	5,34	325	5,00
15,000 - 19,999	267	3,90	206	3,53	254	2,88
20,000 - 24,999	179	2,50	176	1,98	205	2,05
25,000 - 29,999	129	2,13	135	1,70	163	1,50
30,000 - 34,999	102	1,58	92	1,40	106	1,27
35,000 - 39,999	74	1,01	63	1,32	82	1,52
40,000 - 100,000	201	2,11	150	1,51	169	1,79
TL TOTALS	1,289	2,67	1,095	2,28	1,305	2,20
GRAND TOTALS	25,371	5,64	28,566	5,91	37,064	5,94
AVERAGE TRANSIT TIME						
LESS THAN TRUCKLOAD	5.91	4.69	4.78	4.61	5.61	5.43
TRUCKLOAD	2.54	2.39	2.81	2.74	2.13	2.89
TRANSPORTATION MODE ITEMS						
VAN, AIR RIDE			2			
VAN, OPEN TOP			3			
VAN, CLOSED			151,157			
GENERAL			67,859			
TOTAL			209,021			
SHIPPEO VIA AIRTRAK			0			
						INDEX ADJUSTED*

MEMPHIS, TN

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 #SHPIS/AVG RATE	PERIOD 2 #SHPIS/AVG RATE	PERIOD 3 #SHPIS/AVG RATE	PERIOD 4 #SHPIS/AVG RATE	PERIOD 5 #SHPIS/AVG RATE	PERIOD 6 #SHPIS/AVG RATE
0 - 199	24,867	41,42	27,362	43,47	32,815	42,81
200 - 499	7,885	15,32	8,340	15,52	10,030	15,17
500 - 999	5,158	13,17	5,516	13,18	6,449	12,11
1,000 - 1,999	3,848	11,14	4,108	11,21	5,050	10,05
2,000 - 5,999	3,001	8,16	3,512	9,20	3,239	8,23
5,000 - 10,000	1,393	6,30	1,426	7,04	1,522	6,23
LTL TOTALS	46,152	11,28	50,164	11,92	59,616	11,09
10,001 - 14,999	699	5,87	563	5,76	658	5,36
15,000 - 19,999	441	4,63	401	4,45	448	4,23
20,000 - 24,999	386	3,56	359	3,69	397	3,47
25,000 - 29,999	334	2,96	281	2,80	316	2,76
30,000 - 34,999	299	2,74	248	2,29	251	2,18
35,000 - 39,999	343	2,25	392	1,80	524	1,73
40,000 - 100,000	436	2,18	417	1,65	424	1,54
LTL TOTALS	2,938	3,16	2,663	2,80	3,038	2,66
GRAND TOTALS	49,090	5,50	52,827	5,77	62,654	5,40
LESS THAN TRUCKLOAD	5.53	4.83	4.62	4.79	5.79	5.62
TRUCKLOAD	3.52	2.69	2.91	2.99	3.15	3.44
TRANSPORTATION MODE TOTALS						
VAN, AIR RIDE	5					
VAN, OPEN TOP	3					
VAN, CLOSED	198,076					
GENERAL	160,210					
TOTAL	358,294					

OGDEN, UT

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 #SHP/TS/AVG RATE	PERIOD 2 #SHP/TS/AVG RATE	PERIOD 3 #SHP/TS/AVG RATE	PERIOD 4 #SHP/TS/AVG RATE	PERIOD 5 #SHP/TS/AVG RATE	PERIOD 6 #SHP/TS/AVG RATE
0 - 199	10,145	42,92	12,331	46,95	15,285	48,16
200 - 499	3,109	20,97	3,519	20,46	4,085	19,14
500 - 999	1,919	15,64	2,324	14,74	2,565	14,39
1,000 - 1,999	1,219	12,15	1,539	11,83	1,863	11,83
2,000 - 4,999	885	9,70	1,162	9,37	1,510	9,24
5,000 - 10,000	402	7,93	546	7,96	708	7,67
LTL TOTALS	17,679	13,94	21,421	13,35	25,996	13,00
10,001 - 14,999	127	5,91	127	5,89	230	5,92
15,000 - 19,999	96	5,44	56	4,96	94	4,76
20,000 - 24,999	47	4,34	38	3,99	62	3,58
25,000 - 29,999	32	3,61	31	2,96	36	3,64
30,000 - 34,999	22	2,67	30	2,90	36	2,42
35,000 - 39,999	14	2,20	23	2,35	31	2,41
40,000 - 100,000	14	2,38	89	1,51	22	2,57
LTL TOTALS	352	4,34	394	3,06	511	4,04
GRAND TOTALS	18,031	10,05	21,815	8,91	26,507	9,57
LESS THAN TRUCKLOAD	7.68	6.51	6.18	5.66	6.78	6.20
TRUCKLOAD	5.33	4.68	4.26	4.26	4.91	4.25
TRANSPORTATION MODE TOTALS						
VAN, AIR RIDE	1					
VAN, OPEN TOP	0					
VAN, CLOSED	2,331					
GENERAL	137,255					
TOTAL	139,587					

RICHMOND, VA

SUMMARY STATISTICS

WEIGHT CATEGORY	PERIOD 1 #SHPPTS/AVG RATE	PERIOD 2 #SHPPTS/AVG RATE	PERIOD 3 #SHPPTS/AVG RATE	PERIOD 4 #SHPPTS/AVG RATE	PERIOD 5 #SHPPTS/AVG RATE	PERIOD 6 #SHPPTS/AVG RATE
0 - 199	8,506	36,12	11,112	35,90	13,030	39,94
200 - 499	3,532	15,55	4,695	13,95	5,798	14,07
500 - 999	2,590	13,14	3,355	11,89	3,869	11,55
1,000 - 1,999	2,197	10,50	2,833	9,69	2,899	9,56
2,000 - 4,999	1,794	8,12	2,464	7,62	2,172	7,59
5,000 - 10,000	753	6,33	879	5,81	833	5,99
LTL TOTALS	19,372	10,12	25,338	9,79	28,604	10,12
10,001 - 14,999	366	4,72	354	4,46	409	5,13
15,000 - 19,999	297	3,73	266	3,06	267	3,39
20,000 - 24,999	265	2,75	234	2,65	234	2,60
25,000 - 29,999	193	2,43	150	2,23	194	2,10
30,000 - 34,999	162	1,99	135	1,86	198	1,81
35,000 - 39,999	151	2,07	129	1,78	209	1,55
40,000 - 100,000	249	2,07	302	1,90	281	1,25
TL TOTALS	1,683	2,67	1,570	2,28	1,745	2,31
GRAND TOTALS	21,055	4,76	26,908	5,19	30,349	4,86
LESS THAN TRUCKLOAD	5.28	4.38	4.46	4.51	4.98	4.64
TRUCKLOAD	3.30	2.64	2.80	2.78	3.68	3.94
TRANSPORTATION MODE TOTALS						
VAN, AIR RIDE	3					
VAN, OPEN TOP	0					
VAN, CLOSED	12,723					
GENERAL	150,718					
TOTAL	163,444					
SHIPPED VIA AMTRAK	0					

* INDEX ADJUSTED *

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